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Getting to yes :

negotiating agreement with giving in

Author : Roger Fisher, William Ury, Bruce Patton

This book is about how to "win" that important game and how to achieve a better process for dealing with our differences. Nowadays, families, neighbors, employees and salesmen face the same dilemma of how to get yes without going to war. Therefore, there are many tips to get people's agreement in the book. For example, we can first talk about the common interest. Then, we can state our opinions. Finally, think of different angles. When we discuss with the others, we can think of the Circle Cheat too. It can generate other approaches. Besides, there are ten questions at the end of the book. It can let us know more about tactics and skills of dealing with people.

Reflection

After reading this book, I think it is educational and worth reading since it can improve my speaking skills step by step. These are useful tips for our daily life, and even our future. For the lawyers and businessmen, they will always use the skills. It has helped millions of people to learn better ways to negotiate. Before I read it, I think getting people's agreement is quite difficult, so I am afraid of facing people. However, I have thoroughly changed now. I will try to work together with my partners. It can improve my relationships and generate other approaches. When I discuss with my friends, I can get agreement from the others easily. It is better than using any other negotiation strategies. Although this book is so difficult to read, it is worth it. I am sure everyone can be a confident speaker after reading it. Perhaps it is the most useful book you have ever read. That is why I really want to recommend this book to all of you.

5D Lee Wing Ka

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GETTING

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YES



**NEGOTIATING AGREEMENT
WITHOUT GIVING IN**



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ROBERT FISHER AND WILLIAM URY
AND FOR THE REVISED EDITIONS BRUCE PATTON
OF THE HARVARD NEGOTIATION PROJECT

