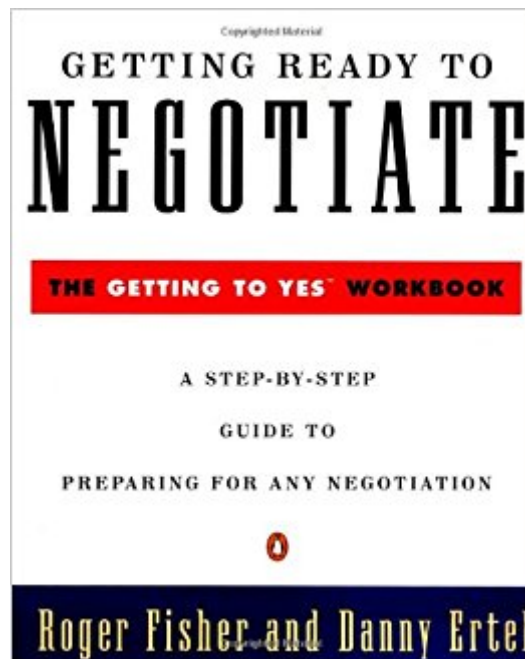




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Getting Ready To Negotiate: The Getting To Yes Workbook (Penguin Business)



Synopsis

This companion volume to the negotiation classic *Getting to Yes* explores the negotiation process in depth and presents case studies, charts, and worksheets for blueprinting and personalized negotiating strategy.

Book Information

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Customer Reviews

Based on the philosophy and advice presented in *Getting to Yes* - be prepared, negotiate interests not positions, understand the other side's interests, and work together - this is the tool that will help each person design the negotiating strategy that is best for him or her in any given situation. *Getting Ready to Negotiate* presents case studies, charts, and forms for blueprinting a personalized negotiating strategy, one that is certain to make negotiating situations more productive and profitable.

Roger Fisher is the Samuel Williston Professor of Law Emeritus, Director of the Harvard Negotiation Project, and the founder of two consulting organizations devoted to strategic advice and negotiation training.

After reading *Getting to Yes*, the templates in this book did not feel very helpful at all. A lot of this felt redundant and were common-sense adaptations of the one main chart that you are taught to use.

My professor made us get it and (1) did not ask us to use it, and (2) didn't even recognize some of the charts when they were used. In fact, she gave people who used charts in this book "0's" for "poor formatting"...

Books like "Getting to Yes", the book on which this workbook is based, are great from a theoretical perspective, but they often leave a little to be desired when it comes to actually executing on the ideas and concepts they recommend. Unfortunately, many of them don't ever create a workbook like this that provides a process, framework, and structure to implement their ideas. "Getting Ready to Negotiate" is a great example of exactly what this kind of book has to do. I purchased the book for a particular negotiation I was preparing for and it was incredibly helpful. This, by the way, after having taken a lengthy negotiation course at business school. The way the book allowed me to structure my thoughts, evaluate the other side's perspectives, and as a result engage with them more effectively, allowed me to execute the negotiation patiently and effectively without offending the other side, nor losing any ground of my own. In the end, my negotiation led not only to better resolution, but helped the other side adjust their own policies which after my negotiation, they realized could be improved. Great book - if you buy it for just one interaction, it will be worthwhile.

Most of the negotiation books out there give theory and a few scenarios to make their points. This book represents the much-needed practical side of really preparing to negotiate. If you have gone through "Getting to Yes", this book is the logical next step. The forms are incredibly detailed and you can use your judgement about how deep you need to go. For a mega-merger, you'll be filling out all of these forms and more. Asking for a raise or more responsibility on your job, you might not go so deep. The point is, though, these worksheets provide the thinking ahead that you need about your views and the potential views/reactions of your negotiating partners. The examples in the book are clear and span a variety of situations. I encourage anyone who wants to move from theory to practice to buy this book and use the forms. You will think more clearly about the variable road ahead in your next negotiation.

This book is as practical and useful as it was when it came out years ago. I recently bought this electronic copy so some clients could see in on a project, There are many useful models to work with and it is certainly worth the price.

Checklist Manifesto meets Getting to Yes. A great framework to ensure that any negotiator has

covered the key points in the Getting to Yes framework.

A very useful template to work with prior to any negotiation. It is a book I have referred to often over many years.

Comprehensive work that provides useful tools.

Very practical guide.

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