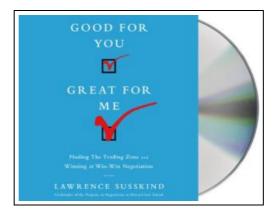
# Good for You, Great for Me: Finding the Trading Zone and Winning at Win-Win Negotiation



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### Reviews

I just started looking over this ebook. It is actually rally fascinating throgh reading period of time. You wont really feel monotony at anytime of your time (that's what catalogues are for about when you request me).

(Miss Naomie Kohler PhD)

# GOOD FOR YOU, GREAT FOR ME: FINDING THE TRADING ZONE AND WINNING AT WIN-WIN NEGOTIATION



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MACMILLAN AUDIO, 2014. CD-Audio. Condition: New. Abridged edition. Language: English. Brand New. Thirty years ago, Roger Fisher and Bill Ury wrote the groundbreaking book Getting to Yes. It established the mutual gains approach to negotiation, or what the popular media likes to call winwin negotiation. But there are few, if any, negotiating situations in which everyone can get everything they want. In reality, most people want to win at win-win negotiation. And the way to win is to come up with a proposed agreement that is good for the other side and great for you. Good For You, Great For Me provides the missing operational guidelines for winning negotiations in business, family disputes, international relations, or public affairs without undermining trust or ruining relationships. It provides not just new principles but new tools--six operational steps to take after you ve found your way into the trading zone--to ensure you get as large a share of the pie as possible.



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