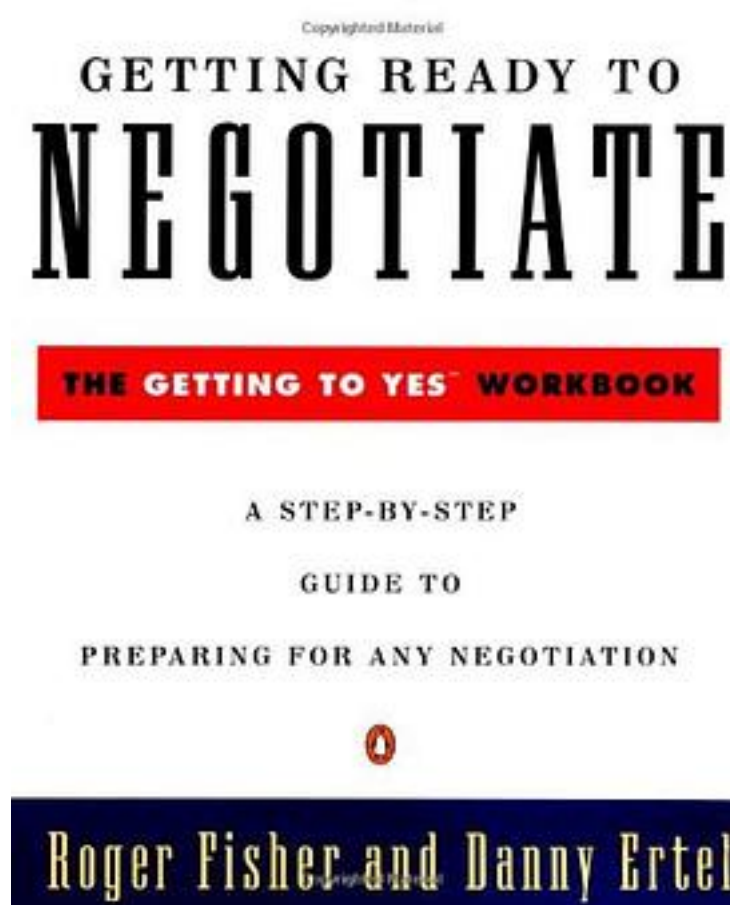


Getting Ready to Negotiate



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著者:Roger Fisher

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Individuals, corporations, governments, and labor unions all over the world have utilized the negotiating principles in Getting to Yes--which has more than two million copies in print in 18 languages. This companion volume incorporates the book's fundamental philosophy and advice into a useful tool to help each reader design the

negotiating strategy that best suits his/her situation.

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