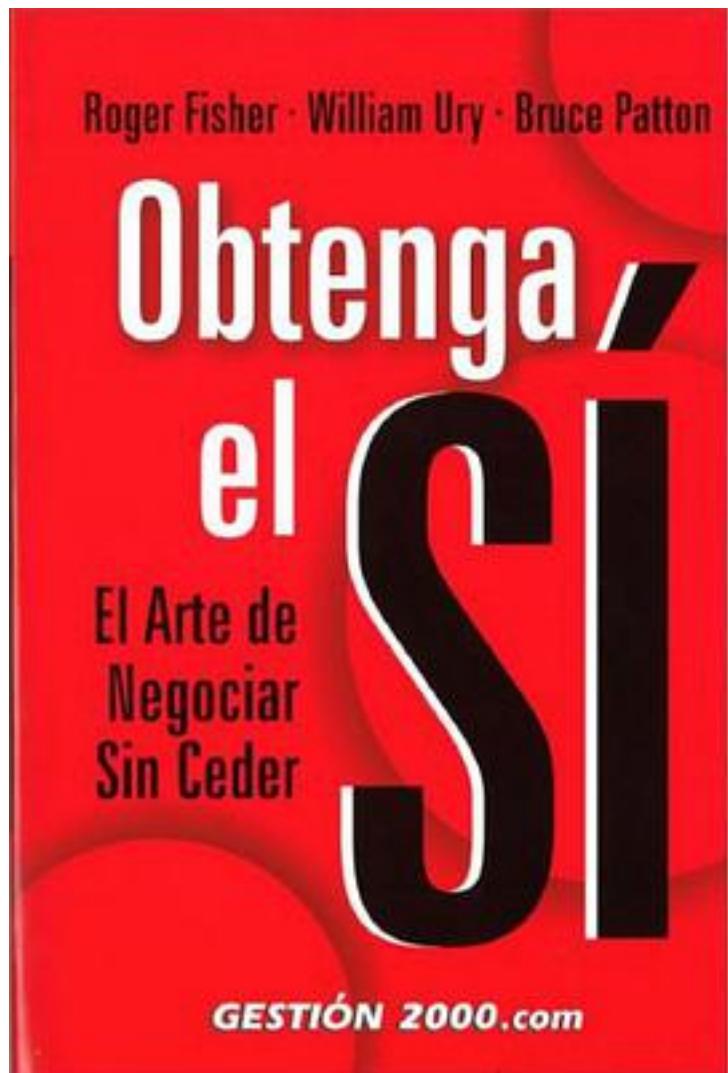


Obtenga el Si/ Getting to Yes



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Getting to Yes is a straightforward, universally applicable method for negotiating personal and professional disputes without getting taken -- and without getting angry. It offers a concise, step-by-step, proven strategy for coming to mutually acceptable agreements in every sort of conflict -- whether it involves parents and children, neighbors, bosses and employees, customers or corporations, tenants or diplomats. Based on the work of Harvard Negotiation Project, a group that deal continually with all levels of negotiations and conflict resolutions from domestic to business to international, Getting to Yes tells you how to: ?????? Separate the people from the problem ?????? Focus on interests, not positions ?????? Work together to create opinions that will satisfy both parties ?????? negotiate successfully with people who are more powerful, refuse to play by the rules, or resort to "dirty tricks" --This text refers to an out of print or unavailable edition of this title.

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