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Harvard Negotiation Project

Roger Fisher, William Ury



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What? - Teach the Other Side to Negotiate Better? Wayne H. Davis, Program on Negotiation at Harvard Law School, 1989

Negotiations with Asymmetrical Distribution of Power Klaus Winkler, 2006-10-12 Negotiations are of increasing importance in highly regulated sectors particularly in network industries such as telecommunications and transport Negotiating partners in these markets are often not equal with regard to their various sources and instruments of power This analysis shows that negotiations are possible and can be efficient for all actors even when power is distributed asymmetrically Alternative Dispute Resolution ADR mechanisms are discussed as an alternative to conventional negotiations

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Getting Past No Roger Fisher, William Ury, 2014-04-30 We all want to get to yes but what happens when the other person keeps saying no How can you negotiate successfully with a stubborn boss an irate customer or a deceitful coworker In **Getting Past No** William Ury of Harvard Law School s Program on Negotiation offers a proven breakthrough strategy for turning adversaries into negotiating partners You ll learn how to STAY IN CONTROL UNDER PRESSURE DEFUSE ANGER AND HOSTILITY FIND OUT WHAT THE OTHER SIDE REALLY WANTS COUNTER DIRTY TRICKS USE POWER TO BRING THE OTHER SIDE BACK TO THE TABLE REACH AGREEMENTS THAT SATISFY BOTH SIDES NEEDS **Getting Past No** is the state of the art book on negotiation for the twenty first century It will help you deal with tough times tough people and tough negotiations You don t have to get mad or get even Instead you can get what you want Getting to Yes Roger Fisher, William L. Ury, Bruce Patton, 2011-05-03 The key text on problem solving negotiation updated and revised **Getting to Yes** has helped millions of people learn a better way to negotiate One of the primary business texts of the modern era it is

based on the work of the Harvard Negotiation Project a group that deals with all levels of negotiation and conflict resolution Getting to Yes offers a proven step by step strategy for coming to mutually acceptable agreements in every sort of conflict Thoroughly updated and revised it offers readers a straight forward universally applicable method for negotiating personal and professional disputes without getting angry or getting taken *Getting Ready to Negotiate* Roger Fisher,Danny Ertel,1995-08-01 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 Identifying and Managing Project Risk Tom Kendrick,2009-02-27 Winner of the Project Management Institute s David I Cleland Project Management Literature Award 2010 It s no wonder that project managers spend so much time focusing their attention on risk identification Important projects tend to be time constrained pose huge technical challenges and suffer from a lack of adequate resources Identifying and Managing Project Risk now updated and consistent with the very latest Project Management Body of Knowledge PMBOK Guide takes readers through every phase of a project showing them how to consider the possible risks involved at every point in the process Drawing on real world situations and hundreds of examples the book outlines proven methods demonstrating key ideas for project risk planning and showing how to use high level risk assessment tools Analyzing aspects such as available resources project scope and scheduling this new edition also explores the growing area of Enterprise Risk Management Comprehensive and completely up to date this book helps readers determine risk factors thoroughly and decisively before a project gets derailed *The Psychology of Negotiations in the 21st Century Workplace* Barry Goldman,Debra L. Shapiro,2012 The litigation explosion in the 21st century workplace means increasing costs and risks of lawsuits Negotiation appears the attractive alternative to litigation This new volume with contributions from experts in psychology management and other disciplines bridges the gap between management and negotiation research Managers students and researchers interested in the field of negotiation will find this new book in SIOP s Organizational Frontiers series of interest *The Handbook of Dispute Resolution* Michael L. Moffitt,Robert C. Bordone,2012-06-28 This volume is an essential cutting edge reference for all practitioners students and teachers in the field of dispute resolution Each chapter was written specifically for this collection and has never before been published The contributors drawn from a wide range of academic disciplines contains many of the most prominent names in dispute resolution today including Frank E A Sander Carrie Menkel Meadow Bruce Patton Lawrence Susskind Ethan Katsh Deborah Kolb and Max Bazerman The Handbook of Dispute Resolution contains the most current thinking about dispute resolution It synthesizes more than thirty years of research into cogent practitioner focused chapters that assume no previous background in the field At the same time the book offers path breaking research and theory that will interest those who have been immersed in the study or practice of dispute resolution for years The Handbook also offers insights on how to understand disputants It explores how personality factors emotions concerns about identity relationship dynamics and perceptions

contribute to the escalation of disputes The volume also explains some of the lessons available from viewing disputes through the lens of gender and cultural differences

The Strategic Procurement Practice Guide Ulrich Weigel,Marco Ruecker,2017-06-22 This practice guide on procurement strategy brings together methods and tools used by global purchasers across different industries The authors lay major focus on the themes of global sourcing risk management and the dynamic topic of negotiation strategy The authors present their perspectives on all important questions of strategic procurement such as how to manage a heterogeneous supplier structure across different branches and how to deal with partners from diverse cultures How to solve procurement crisis and proactively avoid them How does off shore team management work and how to increase the value add for both internal and external purchasing These themes are discussed along with numerous practice based cases The authors lay an ideal ground for global purchasers to help with their strategic and operational needs including technological topics such as e procurement

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[Better Negotiating](#) Jutta Portner,2017-03-10 Do you still argue or start negotiating with family and friends With business partners Nearly every day were called on to solve conflict of interests Quite often we do it unconsciously and are surprised when it ends up deadlocked Real pros know they achieve better results if they have knowledge and experience in negotiating In Better Negotiating author Jutta Portner demonstrates with the help of many real life case studies how to negotiate more effectively Portner discusses how negotiation plays an integral role in daily life In this guide she introduces the Harvard method and shares a process for improving these skills She tells how to prepare a NEGOTIATION in short time structure the conversation to come to an agreement be empathetic to convince your partners to cooperate apply body language professionally achieve long lasting results that satisfy the needs of both sides Portner an international expert in teaching negotiation in organization has more than twenty years of experience In Better Negotiating she clearly illustrates general principles that will help you persuade your counterpart The interactive book starts each chapter with a self assessment to better understand your abilities and make room for improvement

The Director and The Manager David S. Fushtey,2019-02-01 Machiavelli Had it Easy is an engaging text for the emerging discipline of governance Gaps arise when directors and managers come together from diverse vocational and cultural languages and interests Compressed information streams in the digital age yet few reconcile silos of business legal expertise and regulatory public interests for informed decisions This text presents research and a market tested decision framework for comparative law market practice and human nature in the vital strategic oversight role of governance Informed by cognitive science business practice and legal duties one conclusion is that bias and self interests are instinctive but reconciling best interests is not Too often lessons learned from centuries of law are overlooked The chapters are a dozen inquiries into recurring problems in the boardroom

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Beyond Reason Roger Fisher, Daniel Shapiro, 2005-10-06 Written in the same remarkable vein as *Getting to Yes* this book is a masterpiece Dr Steven R Covey author of *The 7 Habits of Highly Effective People* Winner of the Outstanding Book Award for Excellence in Conflict Resolution from the International Institute for Conflict Prevention and Resolution In *Getting to Yes* renowned educator and negotiator Roger Fisher presented a universally applicable method for effectively negotiating personal and professional disputes Building on his work as director of the Harvard Negotiation Project Fisher now teams with Harvard psychologist Daniel Shapiro an expert on the emotional dimension of negotiation and author of *Negotiating the Nonnegotiable How to Resolve Your Most Emotionally Charged Conflicts* In *Beyond Reason* Fisher and Shapiro show readers how to use emotions to turn a disagreement big or small professional or personal into an opportunity for mutual gain

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