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A STEP-BY-STEP
GUIDE TO
PREPARING FOR ANY NEGOTIATION



Roger Fisher and Danny Ertel

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From the Back Cover

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.

About the Author

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.

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