



Getting Together: Building Relationships As We Negotiate

By Roger Fisher, Scott Brown

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Expanding on the principles, insights, and wisdom that made Getting to Yes a worldwide bestseller, Roger Fisher and Scott Brown offer a straightforward approach to creating relationships that can deal with difficulties as they arise. Getting Together takes you step-by-step through initiating, negotiating, and sustaining enduring relationships -- in business, in government, between friends, and in the family.

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Editorial Review

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.

Scott Brown is a negotiation expert and father of four children. After helping to launch the Harvard Negotiation Project, he spent ten years teaching, writing, and speaking about managing conflict and established the nonprofit Conflict Management Group to advise governments and nongovernment organizations on public conflicts worldwide.

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