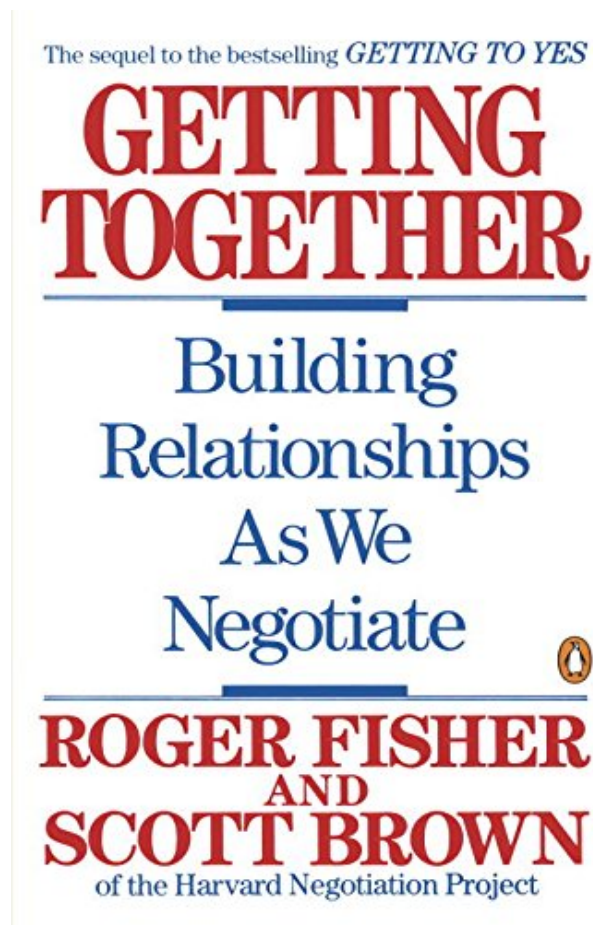


**GETTING TOGETHER: BUILDING
RELATIONSHIPS AS WE NEGOTIATE BY
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About the Author

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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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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Most helpful customer reviews

20 of 22 people found the following review helpful.

The Weakest of the Series

By Ruth Edlund

The folks at the Harvard Negotiation Project have produced a lot of books. I have found this volume the least satisfying of their works.

Perhaps this is because *Getting to Yes* and *Getting Past No* are so amazingly good that the level of analysis simply wasn't sustainable for a third book. Or perhaps it's I personally tend to think by analogy and had already started applying the concepts in the first two books to non-business settings. In any event, I found the concepts obvious and the discussions banal.

The quality of the later books seems to return to the same high level as *GTY* and *GPN*. For example,

Difficult Conversations, though not strictly a book "about negotiation," is very fine, although not as easy a read as the other two.

Bottom line? Useful if you haven't figured out on your own how to apply the concepts of principled negotiation to your personal life. Otherwise, skip it.

7 of 10 people found the following review helpful.

Great Complement to Getting to Yes

By Mark D. Hovermann

Getting Together builds on the foundation of Getting to Yes by outlining a framework to build relationships while negotiating. This is a must read for all business people and a good addition to Getting to Yes. It does not read as smoothly as Getting to Yes, but the information is equally valuable.

0 of 0 people found the following review helpful.

Good but not great; misses horribly on U.S.-Soviet Union examples

By Jordan

Good but not great. Fisher and Brown have many good examples of where being unconditionally constructive works along with the supporting logic. Where they fail in my view is that they seem to unconditionally apply this unconditionally constructive approach to far too many cases. They criticize Reagan for pulling out arms control commitments after the Soviets breached theirs, claiming that the U.S. would have been more reliable had they maintained those commitments. This is equivalent to allowing someone to repeatedly punch you in the face while you stand there and take it, hoping to learn something about the puncher. Fisher and Brown are correct on many examples, but they get the U.S.-Soviet relationship completely wrong. Much of it was written as if the U.S. and the Soviet Union had many mutual interests, when really the only important common interest was avoiding war. The two countries had fundamentally different core interests and were in direct opposition to each other in many respects, as they should have been. Reagan's posture ultimately led to the collapse of the Soviet Union, possibly to the dismay of Fisher and Brown.

There was also an annoying moral equivalency portrayed throughout the book between the U.S. and the Soviet Union. I understand that part of the book emphasizes the importance of understanding how your negotiating partner perceives you, but the tone of these examples was not simply instructional, but rather seemed to contain a lot of unnecessary contempt for the Reagan administration.

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