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Against this changing intellectual landscape, the ideas in Getting to Yes have stood up well. They have gained considerable attention and acceptance from a broad audience, and are frequently cited as starting points for other work. Happily, they remain persuasive to the authors as well.

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Synopsis. This classic book on negotiation theory is a product of the Harvard Negotiation Project. It espouses Principled Negotiation, a specific negotiation method that aims for Win-Win agreements.

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