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Roger Fisher, Bruce Patton, Douglas Stone, Sheila Heen - pdf download free book

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Description:

About the Author Douglas Stone, Bruce Patton, and Sheila Heen teach at Harvard Law School and the Harvard Negotiation Project. They have been consultants to businesspeople, governments, organizations, communities, and individuals around the world, and have written on negotiation and communication in publications ranging from the **New York Times** to **Parents** magazine. **Bruce Patton** is also a co-author of **Getting to Yes**. Each of them lives in Boston, Massachusetts.

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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