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GETTING TO YES NEGOTIATING AGREEMENT WITHOUT (IVING IN (1981 [hereinafter cited as Fisher and Ury] 2ld• at 3 136 negotiationll3 which provides for the decision of issues on their merits Initially, the authors pinpoint specific weaknesses in the more traditional Ipositional bargaining II model The two prime components of any negotiation are the parties' substantive interests and **Principled Negotiation - The Harvard Approach - Fisher & Ury**

"Getting to yes: Negotiating Agreement without Giving In" In their book, they described a "good" negotiation as one which: Is more than just getting to "yes" A good agreement is one which is wise and efficient, and which improves relationships Wise agreements satisfy both parties' interests and are fair and lasting With most long-term clients, business partners and team

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### **Getting to Yes: Remembering Roger Fisher**

Getting to Yes3 Getting to Yes is arguably one of, if not the most famous, works on the topic of negotiation4 Sadly, Roger Fisher died on August 25, 2012 at the age of ninety5 As the calendar rapidly approaches the one-year anniversary of Fisher's passing, the Yearbook on Arbitration and Mediation has found it fitting to honor Fisher's

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