

# Good For You, Great For Me By Lawrence Susskind

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Susskind (Urban and Environmental Planning/MIT; co-author: Water Diplomacy: A Negotiated Approach to Managing Complex Water Networks, 2012, etc.) outlines six

### **Good for you, great for me**

Good for You, Great for Me: Youve read the classic on win-win negotiating, Getting to Yes but so have they, the folks you are now negotiating with. How can y

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"Good for You" was written by Julia Michaels, Justin Tranter, Nick Monson, and ASAP Rocky, and features guest vocals from the latter. The song was produced by Sir

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Good For You, Great For Me (9781427251381): Lawrence Susskind, Sean Runnette: Books July 15th is Prime Day. Amazon Try Prime Books

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Good for You, Great for Me. Lawrence Susskind is cofounder of the Program on Negotiation at Harvard Law School, Ford Foundation Professor of Urban and

## **Good for you**

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Lawrence Susskind City Planner, Mediator, and MIT Professor. Good For You, Great For Me: Finding the Trading Zone and Winning at Win-Win Negotiation

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Thirty years ago, Roger Fisher and Bill Ury wrote the groundbreaking book Getting to Yes. It established the mutual gains approach to negotiation, or what the popular

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