

The book was found

# Getting To We: Negotiating Agreements For Highly Collaborative Relationships



## Synopsis

Drawing on best practices and real examples from companies who are achieving record results, Getting to We flips conventional negotiation on its head, shifting the perspective from a tug of war between parties to a collaborative partnership where both sides effectively pull against a business problem.

## Book Information

Hardcover: 235 pages

Publisher: Palgrave Macmillan; 2013 edition (August 13, 2013)

Language: English

ISBN-10: 1137297182

ISBN-13: 978-1137297181

Product Dimensions: 6.2 x 0.8 x 9.7 inches

Shipping Weight: 1.2 pounds (View shipping rates and policies)

Average Customer Review: 4.9 out of 5 starsÂ  See all reviewsÂ (7 customer reviews)

Best Sellers Rank: #495,025 in Books (See Top 100 in Books) #134 inÂ Books > Business & Money > Human Resources > Conflict Resolution & Mediation #204 inÂ Books > Business & Money > Processes & Infrastructure > Operations Research #453 inÂ Books > Business & Money > Management & Leadership > Negotiating

## Customer Reviews

For anyone who has read the other books in the Vested Outsourcing series, Getting to We (published in August 2013) is the logical next step in the pursuit of more collaborative, value-based relationships between supply partners. A better way to think of the book might actually be as a 'prequel' to the others, stepping back in time to explain how to reach the point where you are working in a Vested relationship. Getting to We is the connection between the vision of Vested Outsourcing and the negotiating tactics necessary to turn the vision into a reality. If you are new to the Vested approach, Getting to We is a grounded entry point into a philosophy that emphasizes that when individuals and companies work together in unconventional ways, the results can be astounding. As with the other books by Kate Vitasek and her co-authors, this title does not assume that the reader is a buyer or a supplier. The same preference for cooperation is required regardless of the title you bear or the relative power you wield in each negotiation. This approach is not for every supply relationship, and should be applied only when the opportunity for strategic value creation exists for both parties. Benefit of the Doubt Rather than founding business relationships on

transactions or dollar amounts, Getting to We recommends building collaboration around a nucleus of trust. That trust is made possible through transparency and compatibility. All parties involved must want the effort to succeed and be willing to extend the benefit of the doubt to the others, believing that they also want the same mutually beneficial result and are acting in the best interests of all.

[Download to continue reading...](#)

Getting to We: Negotiating Agreements for Highly Collaborative Relationships The Four Agreements Companion Book: Using the Four Agreements to Master the Dream of Your Life (Toltec Wisdom) An American's Guide To Doing Business In China: Negotiating Contracts And Agreements; Understanding Culture and Customs; Marketing Products and Services Primary Care: A Collaborative Practice, 4e (Primary Care: Collaborative Practice) Key Person of Influence: The Five-Step Method to Become One of the Most Highly Valued and Highly Paid People in Your Industry Getting Past No: Negotiating with Difficult People Getting to Yes: Negotiating Agreement Without Giving In Ace Your C-Suite Interview: International Headhunter Reveals Insider Strategies for Executive Job Search, Tips to Master Interviewing, Negotiating Better Salaries and Getting Hired Fast! Getting Past No: Negotiating in Difficult Situations People Styles at Work...And Beyond: Making Bad Relationships Good and Good Relationships Better Designer Relationships: A Guide to Happy Monogamy, Positive Polyamory, and Optimistic Open Relationships The Four Agreements: A Practical Guide to Personal Freedom (A Toltec Wisdom Book) The Four Agreements 2012-2013 Engagement Calendar The Four Agreements: 2008 Engagment Calendar for Wisdom and Personal Freedom Four Agreements: 2005 Engagement Calendar The Four Agreements Toltec Wisdom Collection: 3-Book Boxed Set The Four Agreements The Four Agreements Beaded Bookmark Los Cuatros Acuerdos [The Four Agreements] The Four Agreements: A 48-Card Deck

[Dmca](#)