Basics of Effective Negotiations

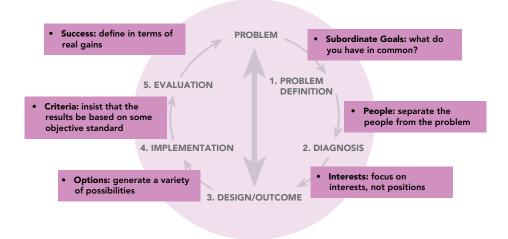


Figure G.6 Getting to Yes along the Reflective Cycle