

FOR IMMEDIATE RELEASE

January 9th, 2012

“Greenville to Host Book Study of Getting to Yes: Negotiating Agreement Without Giving In”

The book **Getting to Yes: Negotiating Agreement Without Giving In** will be the subject of an informal study circle in February, 2012. The group **Sustain Greenville** is hosting the free discussion series, to be held the evenings of **February 1st, 8th and 15th**, from **6:30 to 8:00 p.m.**, at **Greenville Town Hall, W6860 Parkview Drive, Greenville, WI 54942**.

University of Wisconsin Cooperative Extension’s Jim Resick, Community Development Educator with the Outagamie County office, will facilitate the discussions. Each week, participants are expected to read about three short chapters and come prepared to address pre-determined discussion questions.

“By the end of the book study, those partaking should be able to conduct negotiations that lead to more satisfying results for all, and with less stress or animosity. This topic is especially relevant in these times of extreme political partisanship and conflict,” according to Resick. Good negotiation skills, however, are needed beyond political issues and are important in all areas of our lives. The Getting to Yes framework can be used with family members, neighbors and fellow employees, he added.

There is no charge for participating in the discussion circle, although each participant is expected to purchase their own copy of *Getting to Yes*, by Roger Fisher and William Ury, (3rd edition, 2010). The authors worked together with other scholars on the Harvard Negotiation Project in the 1980’s and 1990’s, when the first edition was published. It has since helped guide thousands of leaders from corporations, governments, and civic affairs in conducting more principled negotiations.

To sign up for the discussion, please contact the Outagamie County University of Wisconsin-Cooperative Extension office at 920-832-5122 or Laurie at Greenville Town Hall 757-5151, Ext.0. One need not be a resident of Greenville to participate.

For more information: Jim Resick, 920-832-5125 or Al Perry, Chairman of Sustain Greenville at 560-2979, Ohallaron@yahoo.com.