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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.

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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.

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