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## **Getting Past No - PON - Program on Negotiation at Harvard ...**

Getting Past No Getting to Yes: Negotiating Agreement Without Giving In is a best-selling 1981 non-fiction book by Roger Fisher

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and William L. Ury.  
Subsequent editions in  
1991 and 2011 added  
Bruce Patton as co-  
author. All of the  
authors were members  
of the Harvard  
Negotiation Project.

**Getting Past No:  
Negotiating Your  
Way... book by  
William Ury**

Getting Past No  
Negotiating in Difficult  
Situations. Everyone  
knows that it is the

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give-and-take of negotiation that enables decisions to be made, problems to be solved, needs to be satisfied-in our professional as well as our personal lives. But where does that leave you when you confront someone who has no intention of negotiating fairly...

## **Getting Past No: Negotiating in Difficult Situations**

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Getting Past No:  
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Negotiating in Difficult Situations - Kindle edition by William Ury. Download it once and read it on your Kindle device, PC, phones or tablets. Use features like bookmarks, note taking and highlighting while reading Getting Past No: Negotiating in Difficult Situations.

**Getting to Yes -  
Wikipedia**

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## Getting Past No

### Negotiating In Difficult Situations

Getting Past No.  
Performance at Work  
Satisfaction at Home •  
Negotiation is not  
limited to the activity  
of sitting across a table  
discussing a  
contentious issue; it is  
the informal activity  
you engage in  
whenever you try to  
get something you  
want from another  
person. Their Power • If  
the other side sees the  
negotiation as a win-  
lose..



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**Difficult Situations**  
**The walk from "no"**  
**to "yes" | William**  
**Ury**

Getting Past No is the state-of-the-art book on negotiation for the twenty-first century. It will help you deal with tough times, tough people, and tough negotiations. It will help you deal with tough times, tough people, and tough negotiations.

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**William Ury | Getting  
Past No: Negotiating  
in Difficult ...**

Getting Past No:  
Negotiating in Difficult  
Situations [William Ury]  
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\*FREE\* shipping on  
qualifying offers. We all  
want to get to yes, but  
what happens when  
the other person keeps  
saying no? How can  
you negotiate  
successfully with a  
stubborn boss

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...

Getting Past No contains many of the same ideas as Ury's earlier book, Getting To Yes, and is a little repetitive, but since it's been a little while since I read Getting To Yes, I found the refresher course to be helpful.

**Amazon.com:**  
**Getting Past No:**

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The walk from "no" to  
"yes" | William Ury  
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Secrets From Chris  
Voss Former FBI  
Hostage Negotiator -  
Duration: 45:29.

**Getting Past No:  
Negotiating in  
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by ...**

In Getting Past No, Ury

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## Getting Past No Negotiating In Difficult Situations

presents a five-step strategy for negotiating with an uncooperative, intransigent opponent. There are usually reasons behind a person's uncooperative behavior. There are usually reasons behind a person's uncooperative behavior.

### **Summary of "Getting Past No: Negotiating With Difficult ...**

Getting Past No - The

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Five Steps of Breakthrough Negotiation. Rather than trying to teach the other side yourself, let the problem be their teacher. Reframe their tactics, too, by going around their stone walls, deflecting their attacks, and exposing their tricks. Don't reject: Reframe.

## **Getting to YES**

Getting Past No is the state-of-the-art book

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on negotiation for the twenty-first century. It will help you deal with tough times, tough people, and tough negotiations. You don't have to get mad or get even. Instead, you can get what you want! Frequently bought together + + Total price ...

## **Getting Past No - The Five Steps of Breakthrough Negotiation**

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## Getting Past No

### Negotiating In Difficult Situations

How to Get Past No - 5  
Steps to a Breakthrough

Negotiation Go to the balcony. Don't react to provocations and let your emotions get the best of you. Step to their side. Listening carefully, acknowledging and even agreeing whenever you can,... Don't reject, reframe. To change the game, change the ...

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**Getting past no : :  
negotiating in  
difficult situations**

Getting Past No is the state-of-the-art book on negotiation for the twenty-first century. It will help you deal with tough times, tough people, and tough negotiations. You don't have to get mad or get even. Instead, you can get what you want!

**Download Getting  
Past No: Negotiating**

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Getting Past No has the same concise, pithy style as Getting to Yes, which makes the tactics sound a lot simpler than they prove to be when you try to put them into practice. But as an analysis of difficult negotiation and as a general roadmap to the land of "Don't get mad, don't get even, get what you want!", it really can't be beat.

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by ...

effective working  
relationship might  
enjoy Getting  
Together: Building  
Relationships as We  
Negotiate by Roger  
Fisher and Scott  
Brown, also available  
from Business Books. If  
dealing with difficult  
people and situations is  
more your concern,

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look for Getting Past No: Negotiating with Difficult People by William Ury, published by Business Books. No ...

## **Getting Past No Negotiating In**

In Getting Past No, you'll learn how to: stay in control under pressure. defuse anger and hostility. find out what the other side really wants. use power

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### Negotiating In Difficult Situations

to bring the other side back to the table. reach agreements that satisfy both sides' needs. counter "dirty tricks". get what you want.

## **Getting Past No - SlideShare**

Getting Past No is the state-of-the-art book on negotiation for the twenty-first century. It will help you deal with tough times, tough people, and tough

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Difficult Situations  
negotiations. You don't  
have to get mad or get  
even.

## **How to Get Past No - 5 Steps to a Breakthrough Negotiation**

Getting Past No has the same concise, pithy style as Getting to Yes, which makes the tactics sound a lot simpler than they prove to be when you try to put them into practice. But as an

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