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Getting to Yes - Wikipedia

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Getting Past No: Negotiating in Difficult Situations - 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

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Getting Past No Negotiating Your

In Getting Past No, William Ury of Harvard Law School's Program on Negotiation offers a proven breakthrough strategy for turning adversaries into negotiating partners. The Amazon Book Review Author interviews, book reviews, editors' picks, and more.

Getting Past No: Negotiating in Difficult Situations by ...

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Summary of "Getting Past No: Negotiating With Difficult

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Excerpt from Getting Past No: Negotiating in Difficult Situations by William Ury. Whether you are negotiating with your boss, a hostage-taker, or your teenager, the basic principles remain the same. In summary, the five steps of breakthrough negotiation are:

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

In Getting Past No, Ury presents a five-step strategy for negotiating with an uncooperative, intransigent opponent. There are usually reasons behind a person's uncooperative behavior.

My EMBA Journey: Book Review - Getting Past No

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Dr. Ury's method of breakthrough negotiation depends not on scoring a win over the other party, but on winning him or her over. Getting Past No offers specific techniques and proven strategies designed to identify the problem, develop practical proposals, and invent creative options that satisfy both sides' needs. Getting Past No Attributes

Getting Past No: Negotiating In Difficult Situations PDF

Book Review - Getting Past No (William Ury) Starting to Getting Past No . I started reading this book "Getting Past No" as part of my Conflict & Negotiation course assignment. William Ury is the author of this book who has previously co-authored the book on "Getting to Yes" with Roger Fisher.

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

Ury addressed these questions in a sequel called Getting Past No. This second book takes the original model to a new level, detailing the process of negotiating through obstacles and obtaining win-win agreements with people who are initially resistant to such approaches. Ury's five steps to an effective breakthrough negotiation are:

Getting Past No: Negotiating in Difficult Situations by ...

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

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Getting Past No: Negotiating in Difficult Situations ...

In Getting Past No, William Ury offers a proven breakthrough process for turning adversaries into negotiating partners. With state-of-the-art negotiation and mediation strategies designed for the twenty-first century, Getting Past No will help you deal with challenging times, difficult people, and tough negotiations.

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

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!...more

Getting Past No - The Five Steps of Breakthrough Negotiation

In his superb book, William Ury builds on the principals first put

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Ury
forth in his first book with Roger Fisher, "Getting To Yes." In "Getting Past No" Ury discusses the nuances and niceties of negotiating using a joint problem solving approach which is "interest based" rather than being "rights based" or "power based."

Getting Past No: Negotiating in Difficult Situations ...

Getting Past No 1. Getting Past No 2. Getting Past No •
Negotiating in difficult situations • Author: William Ury • Follow up to Getting to Yes: 33 years ago with mentor Roger Fisher • Address challenge of adversarial conflict and increasing need for cooperative negotiation • 10 years after Getting to yes, Ury wrote Getting Past No; 23 years ago

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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

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

Getting Past No: Negotiating Your Way from Confrontation to Cooperation. William Ury (Bantam Doubleday Dell 1993) "Getting Past No" provides a roadmap to the land of "Don't get mad, don't get even, get what you want!"

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!

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