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Negotiating In
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edition by William Ury.
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Getting Past No -
PON - Program on
Negotiation at
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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.

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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 to YES
Getting Past No is the state-of-the-art book on negotiation for the twenty-first century. It

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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 ...

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

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Negotiating in Difficult
Situations [William
Ury] on Amazon.com.
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:
Negotiating in Difficult
Situations ...

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.

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Getting Past No:
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Situations by ...
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

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behavior. There are usually reasons behind a person's uncooperative behavior.

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

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Negotiating In Difficult Situations

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.

Summary of "Getting
Page 13/30

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Negotiating In
Difficult Situations
Past No: Negotiating
With Difficult ...

Getting Past No – The
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

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their attacks, and
exposing their tricks.
Don't reject:
Reframe.

Getting Past No:
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Situations by ...
effective working
relationship might
enjoy Getting
Together: Building
Relationships as We
Negotiate by Roger

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Negotiating In
Difficult Situations
Fisher and Scott
Brown, also available

from Business Books.

If dealing with difficult people and situations is more your concern, look for Getting Past No: Negotiating with Difficult People by William Ury, published by Business Books.
No ...

The walk from "no" to
Page 16/30

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Negotiating In
Difficult Situations
"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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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

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want!

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Getting to Yes -

Wikipedia

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

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get something you want from another person. Their Power • If the other side sees the negotiation as a win-lose...

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

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Difficult Situations

Getting Past No:
Negotiating Your
Way... book by
William Ury
Getting Past No
Negotiating in Difficult
Situations. Everyone
knows that it is the
give-and-take of
negotiation that
enables decisions to
be made, problems to

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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...

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in Difficult ...

Getting Past No has

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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

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really can't be beat.
Difficult Situations

Getting Past No - The
Five Steps of
Breakthrough
Negotiation

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

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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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