

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, an irate customer, or a deceitful coworker? 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. You'll learn how to:

- Stay in control under pressure
- Defuse anger and hostility
- Find out what the other side really wants
- Counter dirty tricks
- Use power to bring the other side back to the table
- Reach agreements that satisfies both sides needs

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! From the Trade Paperback edition.

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Formats and Editions of *Getting past no : negotiating your way from* *Getting Past No* by Roger Fisher. We all want to get to yes, but what happens when the other person keeps saying no? How

Formats and Editions of *Getting past no : negotiating in difficult* *Getting Past No: Negotiating With Difficult People* eBook: Roger Fisher, William Ury: : Kindle Store. *Getting past no : negotiating with difficult people (Book, 1991* *Getting Past No Negotiating With Difficult People [William Ury]* on . *FREE* shipping on qualifying offers. *Getting Past No: Negotiating With Difficult People* How can you negotiate successfully with a stubborn boss, an irate customer, or a deceitful coworker? In *Getting Past No*, William Ury of Harvard Law Schools *Getting Past No: Negotiating in Difficult Situations - Buy Getting Past No: Negotiating With Difficult People New Ed* by Roger Fisher, William Ury (ISBN: 9780712655231) from Amazons Book Store. Everyday low *Getting past no : negotiating with difficult people* describes outward behaviours of such labelled people thirdly, sets out five sellers W. Ury, *Getting Past No (1991)* , B Patton, and S.Heine, *Difficult. Getting Past No - Wikipedia* *Getting Past No: Negotiating With Difficult People* Roger Fisher, William Ury ISBN: 9780712655231 *Kostenloser Versand fur alle Bucher mit Versand und* *Library Resource Finder: Table of Contents for: Getting past no* In *Getting Past No*, Ury presents a five-step strategy for negotiating with an uncooperative, intransigent opponent. There are usually reasons behind a persons *Getting past no [negotiating with difficult people] / William Ury*. In *Getting Past No*, William Ury of Harvard Law Schools Program on .. I strongly recommend it for people who find it difficult to reach an agreement with others *Getting Past No: Negotiating With Difficult People - Amazon UK* *Getting Past No: Negotiating With Difficult People* eBook: Roger Fisher, William Ury: : Kindle Store. *Getting Past No: Negotiating with Difficult People - William Ury* Creator: Ury, William. Edition: Abridged. Publisher: New York, N.Y. : Random House Audio, p1991. Format: Music. Physical Description: 2 sound discs (2 hr.)

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