



# Getting Past No: Negotiating in Difficult Situations

*William Ury*

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# Getting Past No: Negotiating in Difficult Situations

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

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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Playing with family in a park, coming to see the sea world or hanging out with buddies is thing that usually you might have done when you have spare time, then why you don't try thing that really opposite from that. A single activity that make you not sensation tired but still relaxing, trilling like on roller coaster you already been ride on and with addition of information. Even you love Getting Past No: Negotiating in Difficult Situations, you could enjoy both. It is good combination right, you still desire to miss it? What kind of hang type is it? Oh can happen its mind hangout people. What? Still don't have it, oh come on its referred to as reading friends.

#### **Craig Chivers:**

This Getting Past No: Negotiating in Difficult Situations is fresh way for you who has fascination to look for some information because it relief your hunger details. Getting deeper you on it getting knowledge more you know or perhaps you who still having little digest in reading this Getting Past No: Negotiating in Difficult Situations can be the light food in your case because the information inside this specific book is easy to get by means of anyone. These books acquire itself in the form which is reachable by anyone, yeah I mean in the e-book web form. People who think that in publication form make them feel drowsy even dizzy this book is the answer. So there isn't any in reading a reserve especially this one. You can find what you are looking for. It should be here for you. So , don't miss that! Just read this e-book variety for your better life in addition to knowledge.

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