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How to Get Past No - 5
Steps to a Breakthrough

Page 7/43

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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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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.

Getting Past No - PON -

Page 9/43

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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 and
William L. Ury. Subsequent

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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 - The Five Steps of Breakthrough

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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 to their side.

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Listening carefully,
acknowledging and even
agreeing whenever you
can,... Don't reject,
reframe. To change the game,
change the ...

Getting Past No: Negotiating

Page 13/43

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in Difficult Situations by

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

Getting Past No Negotiating

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in Difficult Situations.

Everyone knows that it is the 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

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personal lives. But where does that leave you when you confront someone who has no intention of negotiating fairly...

Amazon.com: Getting Past No:
Negotiating in Difficult ...

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The walk from "no" to "yes"

| William Ury TED.

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TED? ... Insider Negotiation

Secrets From Chris Voss

Former FBI Hostage

Negotiator - Duration:

45:29.

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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

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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...

Getting Past No: Negotiating

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in Difficult Situations by

...

effective working
relationship might enjoy
Getting Together: Building
Relationships as We
Negotiate by Roger Fisher
and Scott Brown, also

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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

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Books. No ...

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

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repetitive, but since it's been a little while since I read Getting To Yes, I found the refresher course to be helpful.

Summary of "Getting Past No:
Negotiating With Difficult

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...

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,

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by going around their stone walls, deflecting their attacks, and exposing their tricks. Don't reject:
Reframe.

The walk from "no" to "yes"
| William Ury

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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 people, and tough negotiations. It will help you deal with tough times,

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tough people, and tough negotiations.

Getting Past No: Negotiating
in Difficult Situations by

...

In Getting Past No, Ury
presents a five-step

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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.

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Getting to YES

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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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 Negotiating

Page 33/43

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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 to
bring the other side back to

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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

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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.

William Ury | Getting Past

Page 36/43

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No: Negotiating in Difficult

...

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in Difficult Situations

[William Ury] on Amazon.com.

FREE shipping on
qualifying offers. We all
want to get to yes, but what

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happens when the other person keeps saying no? How can you negotiate successfully with a stubborn boss

Getting past no : :
negotiating in difficult

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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

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Instead, you can get what
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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

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