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Getting Past No

Getting past no requires breaking through each of these five barriers to cooperation: your reaction, their emotion, their position, their dissatisfaction, and their power.

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.

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

"Getting to Yes" is how to negotiate under ideal circumstances

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which are practices any negotiator must have in their tool box. "Getting Past No" is for the other 95% of negotiations when the other side refuses to talk, uses nefarious tricks and actively works against you.

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

"Getting Past No" is a wonderful text on negotiation. All the basics of dealing with difficult negotiators are here. That doesn't mean that negotiating will become easy: moving past your ego, the central tenet of "Getting Past No", is not easy. But once you know what's good, you can at least train towards it.

Getting Past No: Summary & Review | The Power Moves

Getting past no requires breaking through each of these five barriers to cooperation: your reaction, their emotion, their position, their dissatisfaction, and their power.

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

Getting Past No will help you with daily life that is full of negotiations that can drive you crazy. Over breakfast you get into an argument with your spouse about buying a new car, your spouse thinks it's time but you say "we can't afford that right now"

Getting Past No - by William Ury - Summary

Getting Past No is a reference book on collaborative negotiation in difficult situations, written by William L. Ury. First published in September 1991 and revised in 2007, this book is the sequel to Getting to Yes.

Getting to Yes - Wikipedia

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.

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Summary of "Getting Past No: Negotiating With Difficult People" | Beyond Intractability Skip to main content

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: 1. Go to the Balcony. The first step is not to control the other person's behavior. ...

William Ury | Getting Past No - The Five Steps of ...

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Negotiation Technics

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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:

How Do You Get Past No? - Quick Base

Getting Past No is the state-of-the-art book on negotiation for the

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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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Getting Past No is the state-of-the-art audiobook on negotiation for the 21st 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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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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Getting Past No • Shows how to navigate the obstacles that stand between you and Yes. • You get to the most satisfying solutions and the optimal relationship when both sides are doing their best to engage the very real problems dividing them. 7.

Getting Past No - LinkedIn SlideShare

In Getting Past No, William Ury outlines five steps for negotiating with a difficult opponent, whether it's a boss, coworker, customer, salesclerk, or spouse. 1. Don't react: Go to the

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balcony. When someone is difficult, your natural reaction might be to get angry—or to give in.

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