

## Getting Past No Negotiating Your Way From Confrontation To Cooperation William Ury

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### Getting Past No Negotiating Your

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!

### 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 ...

In his superb book, William Ury builds on the principals first put forth in his first book with Roger Fisher, "Getting To Yes." In "Getting Past No" Ury discusses the nuances and niceties of negotiating using a joint problem solving approach which is "interest based" rather than being "rights based" or "power based."

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

These are the steps to effectively step into their side: Listen Let them know you listen by paraphrasing what they said Acknowledge their point and feelings Apologize if appropriate Agree with all you can agree on Replace "but" with "yes, and..."

### Getting Past No: Summary & Review | The Power Moves

In his book "Getting Past No: Negotiating in Difficult Situations", William writes about how to negotiate with a His experience lies not only within the confines of teaching but has been involved in a number of roles as an advisor, negotiator ranging from corporate mergers to wildcat strikes in a Kentucky coal mine to ethnic wars in the Middle East, the Balkans, and the former Soviet Union.

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

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

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

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

Citation: Getting Past No: Negotiating With Difficult People, William Ury, (New York: Bantam Books, 1991). 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. People may behave badly in negotiations out of anger or fear, because they don't know any more effective way to behave, because they don't see any benefit from negotiating, or because they see asserting ...

### Summary of "Getting Past No: Negotiating With Difficult ...

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.

### Getting Past No - The Five Steps of Breakthrough Negotiation

How to Get Past No - 5 Steps to a Breakthrough Negotiation. "Separate the people from the problem." "Focus on interests, not positions." "Invent options for mutual gain." "Insist on using objective criteria." "Know your BATNA (Best Alternative To Negotiated Agreement)"

### How to Get Past No - 5 Steps to a Breakthrough Negotiation

This video is about the book Getting Past No: Negotiating in Difficult Situations by William Ury and how to become a better negotiator. If you like my stuff, please give it a thumbs up, comment or ...

### Getting Past No: Negotiating in Difficult Situations - 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. You don't have to get mad or get even. Instead, you can get what you want! We all want to get to yes, but what happens when the other person keeps saying no?

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

## Where To Download Getting Past No Negotiating Your Way From Confrontation To Cooperation William Ury

Getting Past No: Negotiating With Difficult People PDF Dr. William L. Ury shows listeners how to overcome serious obstacles to negotiation. Whether dealing with an unruly teenager or an office bully, Dr. Ury's method will help listeners gain control in even the most difficult situations. Most importantly, GETTING PAST NO gets results.

### **Getting Past No: Negotiating With Difficult People PDF**

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: Ury ...**

Getting Past No. 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. See also. Conflict resolution research; List of books about negotiation; Negotiation theory; Rogerian argument

### **Getting to Yes - Wikipedia**

Getting Past No: Negotiating Your Way from Confrontation to Cooperation. William Ury (Bantam Doubleday Dell 1993) "Getting Past No" provides a roadmap to the land of "Don't get mad, don't get even, get what you want!" Stay cool under pressure, stand up without provoking opposition, deal with underhanded tactics, find mutually agreeable options.

### **Learn to Negotiate & Persuade - Advocate's Bookstore ...**

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! -- Back cover. Also in This Series. Similar Titles From NovelList.

### **Getting past no : : negotiating in difficult situations**

Our reluctance to negotiate past "no" is even harder because both men and women miss the key point: It's not really a negotiation if we're asking for something we know our bargaining partner also wants. Negotiation is a conversation whose goal is to reach an agreement with someone whose interests are not perfectly aligned with yours.

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