

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

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Monthly "all you can eat" subscription services are now mainstream for music, movies, and TV. Will they be as popular for e-books as well?

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, 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 the table. reach agreements that satisfy both sides' needs. counter "dirty tricks". get what you want.

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

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 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: Negotiating Your Way... book by William Ury

The 5 Steps of Getting Past No. William Ury lists five major steps for dealing with difficult negotiations, and they are: Go to the Balcony: To control their poor behavior you must control your own. Take a break when things are getting intense instead of giving in or counterattacking. or find an excuse to take a break

Getting Past No: Summary & Review | The Power Moves

To get past "no" you must overcome the barriers to cooperation, which include: your opponent's negative emotions, his skepticism about reaching an agreement, and your own reaction. You thus face five challenges: 1. Don't react; stay focused on what you want 2. Disarm your opponent by defusing defensiveness, fears, and suspicions 3.

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

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

Getting Past No will show you how to "get past no" via a 5 step process: Step 1: Don't React (Go to the Balcony) Step 2: Disarm Them (step to their side) Step 3: Change the Game (don't reject... reframe) Step 4: Build he Golden Bridge (make it easy to say yes) Step 5: Don't Escalate – Use Power to Educate (make it hard to say no)

Getting Past No - What You Will Learn

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

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 With Difficult People: Amazon ...

Buy Getting Past No: Negotiating in Difficult Situations Revised ed. by Ury, William (ISBN: 9780553371314) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

Getting Past No: Negotiating in Difficult Situations ...

Getting Past No Negotiating Your Way from Confrontation to Cooperation (Paperback) Published February 1st 1993 by Random House Publishing Group Paperback, 189 pages Author(s): William Ury. Edition language: English Average rating: 3.50 (2 ...

Editions of Getting Past No: Negotiating in Difficult ...

(Redirected from 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 editions in 1991 and 2011 added Bruce Patton as co-author. All of the authors were members of the Harvard Negotiation Project.

Getting to Yes - Wikipedia

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 ...

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 ...

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William Ury, Roger Fisher - Getting Past No Negotiating

THE UK car industry suffered its worst September in 25 years and EU and US exports plummeted, new data revealed today. Just 114,732 vehicles were produced over the course of the month - down 5% on ...