

Getting Past No: Negotiating with Difficult People



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 personal lives. But where does that leave you when you confront someone who has no intention of negotiating fairly or in good faith? How can you find common ground when your opponent - an angry boss, an unreasonable client, a deceitful colleague, an insecure business partner, a stubborn spouse - refuses to give an inch? How, in short, can you get to yes when someone else says no? In *Getting Past No*, Dr. Ury offers his unique five-step system to dismantle stone walls, disarm tough bargainers, deflect attacks, and dodge dirty tricks. Dr. Ury's method of breakthrough negotiation depends not on scoring a win over your opponent - but on winning him over. *Getting Past No* offers specific techniques and proven strategies designed to identify the problem, develop practical proposals, and invent creative options that satisfy both sides' needs. Whether you're dealing with an unruly teenager or an office bully, Dr. Ury's method will help you gain control in even the most difficult situations. More than getting mad or getting even, *Getting Past No* will get you results!

Getting Past No: Negotiating in Difficult Situations - Creator: Ury, William. Edition: Abridged. Publisher: New York, N.Y. : Random House Audio, p1991. Format: Music. Physical Description: 2 sound discs (2 hr.) : *Getting Past No: Negotiating with Difficult People* *Getting Past No: Negotiating With Difficult People* Roger Fisher, William Ury ISBN: 9780712655231 Kostenloser Versand für alle Bücher mit Versand und *Getting Past No: Negotiating With Difficult People* by Fisher, Roger 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 *Getting Past No: Negotiating With Difficult People* - Amazon UK *Getting Past No: Negotiating With Difficult People*: In *Getting Past No*, William Ury offers a proven breakthrough process for turning help you deal with challenging times, difficult people, and tough negotiations. *Getting Past No: Negotiating With Difficult People*: *Getting past no : negotiating with difficult people* /. William Ury. Book Cover No Tags, Be the first to tag this record! Spaces will separate tags. Use quotes for *Getting Past No: Negotiating with Difficult People* - William Ury - Buy *Getting Past No: Negotiating With Difficult People* book online at best prices in India on Amazon.in. Read *Getting Past No: Negotiating With Getting Past No: Negotiating in Difficult Situations*: Get this from a library! *Getting past no : negotiating with difficult people*. [William Ury] -- A five-step strategy to disarm tough bargainers, dismantle stone walls, *Getting Past No: Negotiating With Difficult People*:

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