



Getting Past No: Negotiating in Difficult Situations

William Ury

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We all want to get to yes, but what happens when the other person keeps saying no?

How can you negotiate successfully with a stubborn boss, an irate customer, or a deceitful coworker?

In **Getting Past No**, William Ury of Harvard Law School's Program on Negotiation offers a proven breakthrough strategy for turning adversaries into negotiating partners. You'll learn how to:

- Stay in control under pressure
- Defuse anger and hostility
- Find out what the other side really wants
- Counter dirty tricks
- Use power to bring the other side back to the table
- Reach agreements that satisfies both sides' needs

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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Sam Hasse:

In this 21st century, people become competitive in every single way. By being competitive today, people have to do something to make themselves survive, being in the middle of the crowded place and noticed by means of their surroundings. One thing that oftentimes many people have underestimated for a while is reading. Yep, by reading a reserve your ability to survive raises then having a chance to remain than others is high. In your case who want to start reading some sort of book, we give you that *Getting Past No: Negotiating in Difficult Situations* book as a beginning and daily reading guide. Why, because this book is greater than just a book.

Carl Brinkley:

A lot of people always spent all their free time to vacation or go to the outside with their loved ones or their friend. Are you aware? Many a lot of people spent their free time just watching TV, or maybe playing video games all day long. If you wish to try to find a new activity honestly, that is look different you can read any book. It is really fun in your case. If you enjoy the book that you simply read you can spend all day long to reading a book. The book *Getting Past No: Negotiating in Difficult Situations* it is extremely good to read. There are a lot of those who recommended this book. They were enjoying reading this book. In case you did not have enough space to deliver this book you can buy the particular e-book. You can more very easily to read this book out of your smart phone. The price is not too expensive but this book possesses high quality.

Carlos Moses:

People live in this new time of lifestyle always try to and must have the spare time or they will get a great deal of stress from both everyday life and work. So, once we ask do people have spare time, we will say absolutely without a doubt. People is human not just a robot. Then we question again, what kind of activity do you possess when the spare time coming to anyone of course your answer will probably unlimited right. Then ever try this one, reading ebooks. It can be your alternative in spending your spare time, the book you have read is usually *Getting Past No: Negotiating in Difficult Situations*.

Lucy Carson:

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investing spare time activity?

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