

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

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Getting Past No: Negotiating With Difficult People - Amazon...

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 ...

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Full Summary The 5 Enablers of \" No \" . William Ury first addressed the causes of poor negotiations which are more likely to lead to a... The 5 Steps of Getting Past No. Go to the Balcony: To control their poor behavior you must control your own. ... Step... You ' re Enough to Fix Bad Negotiations. It ...

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...

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. 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

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

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 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...

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