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By William Ury

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He's the author of "Getting to Yes." past, present, of Getting to Yes: Negotiating Agreement Without Giving In,

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Getting Past NO (ISBN 978-0-553-37131-4), first published in September 1991 is a reference book on collaborative negotiation in difficult situations.

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NEGOTIATION TACTICS FOR GETTING PAST NO 1. Don t React . . . make this an out of body experience and adopt an attitude of detachment. Name the Game . . .

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