

# Getting Past No: Negotiating With Difficult People / Habadoryu No To Iwasenai Koshojutsu By William Ury

**By William Ury**

Getting Past No Negotiating in Difficult Situations Negotiating in Difficult Situations Negotiating in Difficult Situations In Getting Past No,

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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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