

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

By William Ury

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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 . . .

https://clu-in.org/conf/tio/negotiations4_100810/Getting-Past-No-tips.pdf

Getting Past No: Negotiating in Difficult Situations (eBook) Pub. Date: 4/17/2007 Publisher: Random House Publishing Group. \$1.99. \$10.44. Paperback (2) \$1.99. \$10.44.

<http://www.barnesandnoble.com/w/getting-past-no-william-ury/1100324094?ean=9780553755589>

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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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Additional Physical Format: Online version: Ury, William. Getting past no. New York : Bantam Books, 1991 (OCoLC)608049940: Material Type: Internet resource

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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.

http://en.wikipedia.org/wiki/Getting_Past_NO

GETTING PAST NO: NEGOTIATING WITH DIFFICULT PEOPLE, by William Ury (Harvard Negotiation Project) A. Five-Step Breakthrough Strategy to turn adversaries into partners: 1.

http://www.academia.edu/10713205/Getting_past_NO

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