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With Difficult People, William Ury,

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(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,

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because they don't know any more
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don't see any benefit from negotiating,
or because they see asserting ...

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- Defuse anger and hostility
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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

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The Power Moves~~

To get past “no” you must overcome the barriers to cooperation, which include: your opponent’s negative emotions, his skepticism about

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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.

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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

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learn how to: stay in control under pressure; defuse anger and hostility; find out what the other side really wants

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Getting past no requires breaking

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through each of these five barriers to cooperation: your reaction, their emotion, their position, their dissatisfaction, and their power.

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Group Paperback, 189 pages

Author(s): William Ury. Edition

language: English Average rating: 3.50

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