

# File Type PDF Getting Past No Negotiating In Difficult Situations

## Getting Past No Negotiating In Difficult Situations

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Getting Past No Negotiating  
In

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. use power to

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bring the other side back to the table. reach agreements that satisfy both sides' needs. counter "dirty tricks". get what you want.

William Ury | Getting Past No: Negotiating in Difficult



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...

Getting Past No: Negotiating  
in Difficult Situations

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qualifying offers. We all  
want to get to yes, but what  
happens when the other

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person keeps saying no? How  
can you negotiate  
successfully with a stubborn  
boss

Getting Past No: Negotiating  
in Difficult Situations ...  
Getting Past No contains

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many of the same ideas as Ury's earlier book, Getting To Yes, and is a little repetitive, but since it's been a little while since I read Getting To Yes, I found the refresher course to be helpful.

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Getting Past No: Negotiating  
in Difficult Situations by

...

In Getting Past No, Ury  
presents a five-step  
strategy for negotiating  
with an uncooperative,

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intransigent opponent. There are usually reasons behind a person's uncooperative behavior. There are usually reasons behind a person's uncooperative behavior.

Summary of "Getting Past No:

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Negotiating With Difficult

...

Getting Past No – The Five Steps of Breakthrough Negotiation. Rather than trying to teach the other side yourself, let the problem be their teacher.

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Reframe their tactics, too, by going around their stone walls, deflecting their attacks, and exposing their tricks. Don't reject:  
Reframe.

Getting Past No - The Five

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Steps of Breakthrough  
Negotiation

How to Get Past No - 5 Steps  
to a Breakthrough

Negotiation Go to the  
balcony. Don't react to  
provocations and let your  
emotions get the best of



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you. Step to their side.  
Listening carefully,  
acknowledging and even  
agreeing whenever you  
can,... Don't reject,  
reframe. To change the game,  
change the ...

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How to Get Past No - 5 Steps  
to a Breakthrough  
Negotiation

Getting Past No has the same  
concise, pithy style as  
Getting to Yes, which makes  
the tactics sound a lot  
simpler than they prove to

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be when you try to put them into practice. But as an analysis of difficult negotiation and as a general roadmap to the land of "Don't get mad, don't get even, get what you want!", it really can't be beat.

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Getting Past No: Negotiating  
Your Way... book by William  
Ury

Getting Past No Negotiating  
in Difficult Situations.

Everyone knows that it is  
the give-and-take of

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negotiation that enables decisions to be made, problems to be solved, needs to be satisfied-in our professional as well as our personal lives. But where does that leave you when you confront someone who has no

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intention of negotiating  
fairly...

Getting Past No - PON -  
Program on Negotiation at  
Harvard ...

Getting Past No Getting to  
Yes: Negotiating Agreement

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Without Giving In is a best-selling 1981 non-fiction book by Roger Fisher and William L. Ury. Subsequent editions in 1991 and 2011 added Bruce Patton as co-author. All of the authors were members of the Harvard

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Negotiation Project.

Getting to Yes - Wikipedia  
Getting Past No. Performance  
at Work Satisfaction at Home

- Negotiation is not limited  
to the activity of sitting  
across a table discussing a



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contentious issue; it is the informal activity you engage in whenever you try to get something you want from another person. Their Power

- If the other side sees the negotiation as a win-lose...

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Getting Past No - SlideShare

Getting Past No is the state-of-the-art book on negotiation for the twenty-first century. It will help you deal with tough times, tough people, and tough negotiations. You don't have

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to get mad or get even.

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negotiating in difficult  
situations

Getting Past No is the state-  
of-the-art book on  
negotiation for the twenty-

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first century. It will help you deal with tough times, tough people, and tough negotiations. You don't have to get mad or get even. Instead, you can get what you want!

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Getting Past No has the same concise, pithy style as Getting to Yes, which makes the tactics sound a lot simpler than they prove to be when you try to put them into practice. But as an analysis of difficult

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negotiation and as a general  
roadmap to the land of  
"Don't get mad, don't get  
even, get what you want!",  
it really can't be beat.

Getting Past No: Negotiating  
in Difficult Situations by

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Secrets From Chris Voss  
Former FBI Hostage  
Negotiator - Duration:  
45:29.

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The walk from "no" to "yes"

| William Ury

Getting Past No is the state-of-the-art book on negotiation for the twenty-first century. It will help you deal with tough times, tough people, and tough

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difficult people and situations is more your concern, look for Getting Past No: Negotiating with Difficult People by William Ury, published by Business Books. No ...

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Getting to YES

Getting Past No is the state-of-the-art book on negotiation for the twenty-first century. It will help you deal with tough times, tough people, and tough negotiations. You don't have



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to get mad or get even.  
Instead, you can get what  
you want! Frequently bought  
together + + Total price ...

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