

"WORTH ITS WEIGHT IN GOLD."

—John Naisbitt and Patricia Aburdene, coauthors of *Megatrends 2000*

GETTING PAST NO

NEGOTIATING IN
DIFFICULT SITUATIONS

WILLIAM URY

Director of the Global Negotiation Project at Harvard University
and coauthor of the *New York Times* bestseller

Getting to Yes

Getting Past No

RJ Shavelson



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