
Getting Past Yes

Negotiating as if Implementation Mattered

by Danny Ertel

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Getting Past Yes Negotiating As If Implementation Mattered Hb

William Ury



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THE OTHER SIDE REALLY WANTS COUNTER DIRTY TRICKS USE POWER TO BRING THE OTHER SIDE BACK TO THE TABLE REACH AGREEMENTS THAT SATISFY BOTH SIDES NEEDS

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 to get mad or get even Instead you can get what you want Summary of Getting Past No by William Ury:Negotiating in Difficult Situations francis thomas,2024-07-25

Getting Past No Negotiation is an integral part of everyday life from corporate boardrooms to personal relationships Yet it s often fraught with challenges and adversities that can turn a simple discussion into a full blown conflict Getting Past No Negotiating in Difficult Situations by William Ury provides a comprehensive roadmap to navigate these treacherous waters offering practical strategies to transform adversarial interactions into cooperative solutions Ury a co founder of Harvard s Program on Negotiation and co author of the groundbreaking book Getting to Yes leverages his extensive experience to address the complexities of difficult negotiations His approach emphasizes moving beyond traditional win lose paradigms to achieve mutually beneficial outcomes Getting to YES Roger Fisher,1981 **Getting Past No** William Ury,1991 **Getting to Yes with Yourself** William Ury,2016-10-04

William Ury coauthor of the international bestseller Getting to Yes returns with another groundbreaking book this time asking how can we expect to get to yes with others if we haven t first gotten to yes with ourselves Renowned negotiation expert William Ury has taught tens of thousands of people from all walks of life managers lawyers factory workers coal miners schoolteachers diplomats and government officials how to become better negotiators Over the years Ury has discovered that the greatest obstacle to successful agreements and satisfying relationships is not the other side as difficult as they can be The biggest obstacle is actually our own selves our natural tendency to react in ways that do not serve our true interests But this obstacle can also become our biggest opportunity Ury argues If we learn to understand and influence ourselves first we lay the groundwork for understanding and influencing others In this prequel to Getting to Yes Ury offers a seven step method to help you reach agreement with yourself first dramatically improving your ability to negotiate with others Practical and effective Getting to Yes with Yourself helps readers reach good agreements with others develop healthy relationships make their businesses more productive and live far more satisfying lives *The Yes Book* Clive Rich,2013-03-28

Negotiation is fundamental to our lives whether it s getting your kids to eat their greens making your case for a pay rise or trying to secure a multi million pound deal for your company However negotiation has changed It s no longer about confrontation where there are winners and losers Collaboration is now the name of the game YouGov research commissioned for this book shows UK PLC is losing 9 million per hour from poor negotiating 17 billion per year Can you afford to be without a modern framework for deal making In The Yes Book Clive Rich provides a method for generating success based on years of experience working for or with major organisations and super brands including Sony Yahoo Apple the BBC Tesco and Simon Cowell s Syco during a negotiating career in which he has brokered more than 10 billion worth of

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SUMMARY - Getting To Yes: Negotiating Agreement Without Giving In By Roger Fisher And William Ury Shortcut Edition,2021-05-29 Our summary is short simple and pragmatic It allows you to have the essential ideas of a big book in less than 30 minutes By reading this summary you will learn how to negotiate in all circumstances and in all serenity You will also learn that it is possible to protect your relationships while making your demands heard that several negotiation techniques and tactics are useful to re know that a few key phrases are enough to communicate your interests clearly that a negotiation is successful if both parties enjoy finding common solutions If you feel that you do not know how to negotiate it is probably because its practice is associated with power struggles or a sharp confrontation of arguments Negotiation is perceived as an intimidating and deterrent practice related to conflict Wouldn t you be more confident if the art of negotiation was above all the art of interfering in the best possible cooperation Roger Fisher and William Ury law researchers at Harvard University suggest that you try interest based negotiation a style of dialogue centered on each participant s interest creativity and good faith For them negotiation should be first and foremost a collaborative science designed to lead not to one but to several solutions to a disagreement Ready to finally negotiate properly Buy now the summary of this book for the modest price of a cup of coffee

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Getting to Yes Roger Fisher,2011

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