"WORTH ITS WEIGHT IN GOLD."

-John Naisbitt and Patricia Aburdene, coauthors of Migutends 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 Time beatseller

Getting to Yes

# **Getting Past No**

**David Baud** 



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