
Getting Past Yes

Negotiating as if Implementation Mattered

by Danny Ertel

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Roger Fisher



Getting Past Yes Negotiating As If Implementation Mattered Hb:

Getting Past No William Ury, 2007-04-17 *Getting Past No* is the most elegant handbook on the challenge of difficult negotiation and difficult people Leonard A. Lauder, president of Estée Lauder Companies. Bill Ury has a remarkable ability to get to the heart of a dispute and find simple but innovative ways to resolve it. President Jimmy Carter WINNER OF THE BOOK PRIZE OF THE CENTER FOR PUBLIC RESOURCES. We all want to get to yes but what happens when the other person keeps saying no. How can you negotiate successfully with a stubborn boss, an irate customer, or a deceitful coworker? In *Getting Past No*, William Ury of Harvard Law School's Program on Negotiation and author of *Possible* offers a proven breakthrough strategy for turning adversaries into negotiating partners. You'll learn how to stay in control under pressure, defuse anger and hostility, find out what 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 that 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. **Getting to Yes** Roger Fisher, 1991 Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement.

Getting to Yes Roger Fisher, William L. Ury, Bruce Patton, 2011-05-03 The key text on problem-solving negotiation, updated and revised. *Getting to Yes* has helped millions of people learn a better way to negotiate. One of the primary business texts of the modern era, it is based on the work of the Harvard Negotiation Project, a group that deals with all levels of negotiation and conflict resolution. *Getting to Yes* offers a proven step-by-step strategy for coming to mutually acceptable agreements in every sort of conflict. Thoroughly updated and revised, it offers readers a straightforward, universally applicable method for negotiating personal and professional disputes without getting angry or getting taken. *Getting to Yes with Yourself* William Ury, 2015-01-20 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. *Getting to*

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want to get to yes but what happens when the other person keeps saying no How can you negotiate successfully with a stubborn boss an irate customer or a deceitful coworker In *Getting Past No* William Ury of Harvard Law School's Program on Negotiation offers a proven breakthrough strategy for turning adversaries into negotiating partners You'll learn how to STAY IN CONTROL UNDER PRESSURE DEFUSE ANGER AND HOSTILITY FIND OUT WHAT 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

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Getting Past No William Ury, 1992 [Getting to YES](#) Roger Fisher, 1981 **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

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