
Getting Past Yes

Negotiating as if Implementation Mattered

by Danny Ertel

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Getting Past No William Ury, 1993-01-01 Getting Past No is the most elegant handbook on the challenge of difficult negotiation and difficult people Leonard A Lauder president Est e 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 satisfies 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 straight forward 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**

Yes Roger Fisher, William Ury, 1991-01-01 **Fisher, Ury & Patton's Getting to Yes** Ant Hive Media, 2016-04-30 This is a Summary of Fisher Ury Patton s Getting to Yes Negotiating Agreement Without Giving In Since its original publication nearly thirty years ago 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 straight forward universally applicable method for negotiating personal and professional disputes without getting angry or getting taken Available in a variety of formats this summary is aimed for those who want to capture the gist of the book but don t have the current time to devour all 240 pages You get the main summary along with all of the benefits and lessons the actual book has to offer This summary is not intended to be used without reference to the original book Summary Getting to Yes Createspace Independent Pub, Readtrepreneur Publishing, 2018-03-04 Getting to Yes Negotiating Agreement Without Giving in by Roger Fisher Book Summary Readtrepreneur Disclaimer This is NOT the original book If you re looking for the original book search this link [http amzn to 2BOvIaP](http://amzn.to/2BOvIaP) Start feeling in control when negotiating personal and professional arguments Getting to Yes reveals a spectacular method about how to bend the debate to your will but also doing so without losing emotional control In an argument getting angry can really harm your point and make you communicate your ideas in a wrong way The objective of this book is to teach you how to be in full control of yourself and the discussion Note This summary is wholly written and published by readtrepreneur com It is not affiliated with the original author in any way The ability to see the situation as the other side sees it as difficult as it may be is one of the most important skills a negotiator can possess Roger Fisher When in the middle of a negotiation do you focus on position instead of interests If you don t then you are doing it wrong But don t worry in Getting to Yes you will learn everything you need to do about the art of negotiation After you are done with the book you ll be able to separate the people from the problem work together to create opinions that will satisfy both parties and be able to succeed in negotiations with people who are more powerful or don t play by the rules Roger Fisher stresses how straightforward and universally applicable is his negotiation method So no matter where and what you are doing you ll be able to take your negotiation skills to a whole new level P S Getting to Yes is an extremely useful book that will help you master the art of negotiation and also remind you of the importance of keeping your emotions in check when the discussion is its most heated moment The Time for Thinking is Over Time for Action Scroll Up Now and Click on the Buy now with 1 Click Button to Get Your Copy Delivered to Your Doorstep Right Away Why Choose Us Readtrepreneur Highest Quality Summaries Delivers Amazing Knowledge Awesome Refresher Clear And Concise Disclaimer Once Again This book is meant for a great companionship of the original book or to simply get the gist of the original book If you re looking for the original book search for this link [http amzn to 2BOvIaP](http://amzn.to/2BOvIaP) **Summary of Getting to Yes** Readtrepreneur Publishing, 2019-05-24 Getting to Yes

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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

deals By breaking negotiation into its three key elements of Attitude Behaviour and Process he helps you learn how to shape create and close deals You will discover what your negotiating style is and how you can apply it to influence others and give yourself the edge This is the ultimate guide to using the power of negotiation to get more of what you want in both business and life outside the office **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 **Getting to Yes ,2017 Getting to Yes (summary)** Roger Fisher,2003 **Getting to Yes** Roger Fisher,William Ury,Bruce Patton,1991 This is the second greatly expanded edition of one of the world s most successful books on negotiation Getting to Yes offers powerful principles to guide readers to success in the art of negotiation **Getting to Yes** Roger Fisher,2011

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