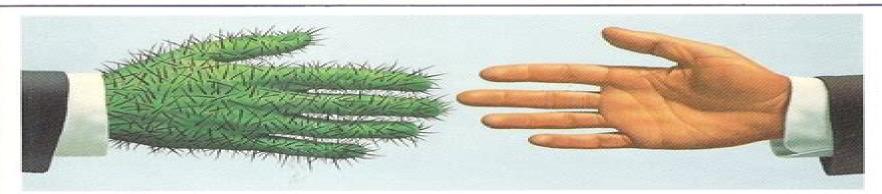
# GETTING PASTINO

NEGOTIATING WITH DIFFICULT PEOPLE



## WILLIAM URY

CO-AUTHOR OF GETTING TO YES

### **Getting Past No Negotiating With Difficult People**

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