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# Getting Past Yes

## Negotiating as if Implementation Mattered

by Danny Ertel

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# Getting Past Yes Negotiating As If Implementation Mattered Hb

**Roger Fisher, William Ury**



## **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, 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** Roger Fisher, William Ury, 1991-12-01 Getting to Yes offers a concise step-by-step proven strategy for coming to mutually acceptable agreements in every sort of conflict, whether it involves parents and children, neighbors, bosses and employees, customers or corporations, tenants or diplomats. Based on the work of the Harvard Negotiation Project, a group that deals continually with all levels of negotiation and conflict resolution from domestic to business to international, Getting to Yes tells you how to separate the people from the problem, focus on interests not positions, work together to create options that will satisfy both parties, and negotiate successfully with people who are more powerful, refuse to play by the rules, or resort to dirty tricks. Since its original publication in 1981, Getting to Yes has been translated into 18 languages and has sold over 1 million copies in its various editions. This completely revised edition is a universal guide to the art of negotiating personal and professional disputes. It offers a concise strategy for coming to mutually acceptable agreements in every sort of conflict.

**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

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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

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*Summary of Getting to Yes*  
Readtrepreneur Publishing, 2019-05-24 Getting to Yes Negotiating Agreement Without Giving in by Roger Fisher Book Summary Readtrepreneur Disclaimer This is NOT the original book but an unofficial summary 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 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 Why Choose Us

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*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 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      **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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