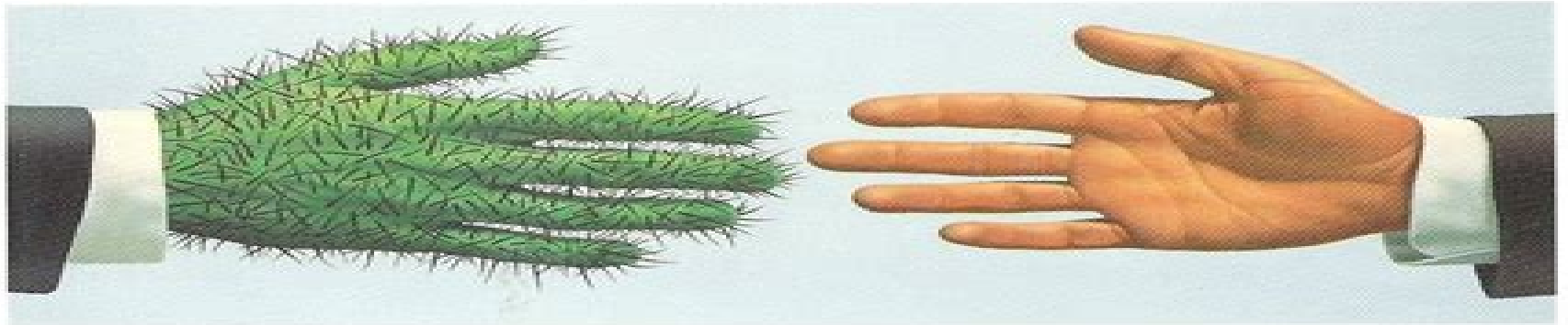


# GETTING PAST NO

## NEGOTIATING WITH DIFFICULT PEOPLE



**WILLIAM URY**

of the Program on Negotiation at Harvard Law School

CO-AUTHOR OF *GETTING TO YES*

# Getting Past No Negotiating With Difficult People

**Albert A Gayle**



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