
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 L. Ury, Bruce
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Getting Past Yes Negotiating As If Implementation Mattered Hb:

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, William L. Ury, Bruce Patton, 2011-05-03 INTERNATIONAL BESTSELLER Learn the secret to successful negotiation with this proven step by step strategy now updated and revised The authors have packed a lot of commonsensical observation and advice into a concise clearly written little book Bloomberg Businessweek One of the key business texts of the modern era *Getting to Yes* has helped millions of people learn a better way to negotiate Based on the work of the Harvard Negotiation Project a group that deals with all levels of negotiation and conflict resolution it offers readers a straightforward universally applicable method for reaching mutually satisfying agreements at home in business and with people in any situation Read *Getting to Yes* to learn step by step how to disentangle the people from the problem focus on interests not positions work together to find creative and fair options negotiate successfully with anybody at any level 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 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 *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 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 **Getting Past No** Roger Fisher,William Ury,2014-04-30 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 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 **Getting to Yes** Roger Fisher,William Ury,1991-01-01

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