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About the Author
Step 1: Go to the balcony (Don't react)
- Keep your eyes on the prize
o Identify your interests
o Identify your BATNA
o... Step 2: Step to their side (Disarm them)
- Listen actively
o Give your opponent a hearing
o Paraphrase and ask for...
Step 3: Don't reject...reframe (Change ...

Getting Past No: Negotiating in Difficult Situations ...

With state-of-the-art negotiation and mediation

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Difficult Situations designed for the twenty-first century, Getting Past No will help you deal with challenging times, difficult people, and tough negotiations. In Getting Past No, you'll learn how to: stay in control under pressure; defuse anger and hostility; find out what the other side really wants

William Ury | Getting Past No: Negotiating in Difficult

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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

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Excerpt from Getting Past No: Negotiating in Difficult Situations by William Ury. Whether you are negotiating with your boss, a hostage-taker, or your teenager, the basic principles remain the same. In summary, the five steps of breakthrough negotiation are: 1. Go to the Balcony. The first step is not to control the other person's behavior.

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Getting Past No - The Five Steps of Breakthrough Negotiation

The 5 Steps of Getting Past No. William Ury lists five major steps for dealing with difficult negotiations, and they are: Go to the Balcony: To control their poor behavior you must control your own. Take a break when things are getting intense instead of giving in or counterattacking. or find an excuse to take a break

Getting Past No: Summary & Review | The Power Moves

In Getting Past No, William Ury of Harvard Law School's Program on Negotiation offers a proven breakthrough

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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

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In *Getting Past No*, Ury presents a five-step strategy for negotiating with an uncooperative, intransigent opponent. There are usually reasons

Summary of *Getting Past No: Negotiating With Difficult People* By William Ury

Summary written by Conflict Research Consortium Staff

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Citation: Getting Past No: Negotiating With Difficult People,

Summary of "Getting Past No: Negotiating With Difficult

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Getting to Yes: Negotiating Agreement Without Giving In is a best-selling 1981 non-fiction book by Roger Fisher and William L. Ury.

Subsequent editions in 1991 and 2011 added Bruce Patton as co-author. All of the authors were members of the Harvard Negotiation Project. The book made appearances for years on the Business Week bestseller list. The book suggests a method called principled

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Difficult Situations or "negotiation of merits".

Getting to Yes - Wikipedia

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!

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Difficult Situations is a reference book on collaborative negotiation in difficult situations written by william l ury first published in september 1991 and revised in 2007 this

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