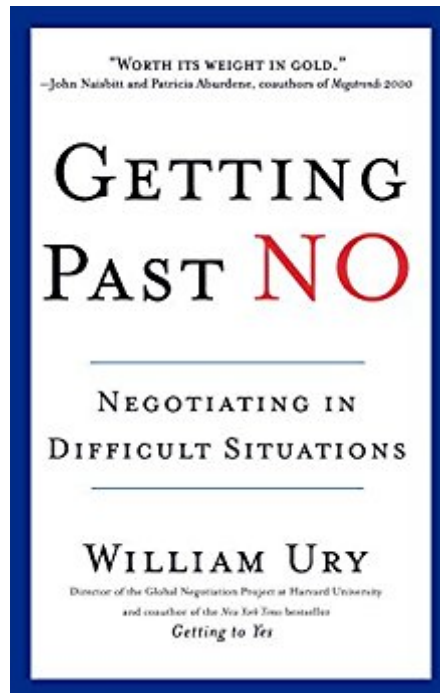




The book was found

Getting Past No: Negotiating In Difficult Situations



Synopsis

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 satisfies 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! From the Trade Paperback edition.

Book Information

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Customer Reviews

Excellent as an arching strategy for negotiation. It's thin on the tactics but it's not meant for tactics. I recommend you pair this with Dawson's *Secrets of Power Negotiating* audio program (voice tone is

very important and you lose that in a book) so you get well armed with the tactics to apply this.

Usable in any situation, lets you know the ins and outs of negotiating and opens your eyes to the many different possibilities of how to use any negotiating tactic and how to deal with tricks or power plays nicely

This is a good book worth reading in general. It's negotiation basics worth knowing. Maybe there can be a better way in the book to make sure we can execute these strategies more easily.

This is a great book to learn how to communicate in business. My mentor suggested it and she has been coaching me through this book and it has made a huge difference!

PROS:- Better than "Getting to Yes"- Better than "Difficult Conversations"- Short and concise- Not boring- Very helpful
CONS:- None

For anyone who has read "Getting to Yes: Negotiating Agreement Without Giving In" this book is the next logic read. "Getting Past No" was a great book for dealing with common business situations that are not as friendly as those presented in the "Getting to Yes" book. I read both of these books while in graduate school, and all I can say is I wish I had read them years earlier. Both of these book are great, and "Getting Past No" is even more practical in the real business environment than its predecessor.

Excellent book that taught me many different reasons they say no, and how to probe further to find that need which allows you to keep the sales process going. Excellent for developing relationship based sales.

Good book

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Negotiating on the Edge: North Korean Negotiating Behavior (Cross-Cultural Negotiation Books)
Negotiating with Giants: Get What You Want Against the Odds
Negotiating with Giants Turn the

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