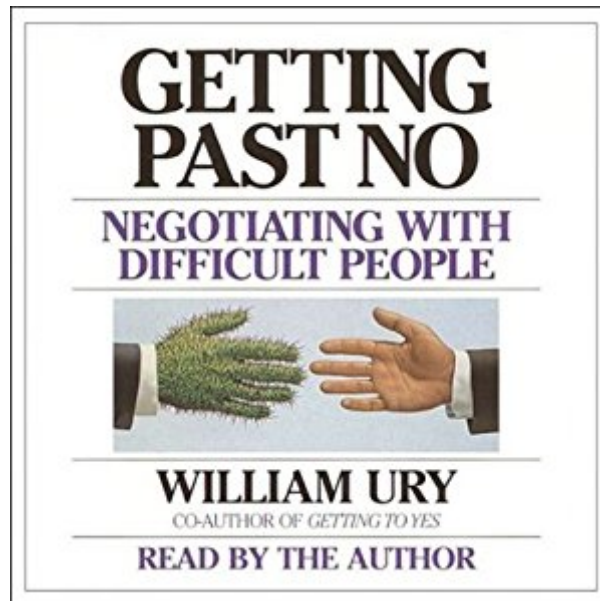




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Getting Past No: Negotiating With Difficult People



Synopsis

Dr. William L. Ury shows listeners how to overcome serious obstacles to negotiation. Whether dealing with an unruly teenager or an office bully, Dr. Ury's method will help listeners gain control in even the most difficult situations. Most importantly, GETTING PAST NO gets results. --This text refers to the Audio CD edition.

Book Information

Audible Audio Edition

Listening Length: 2 hours

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Version: Abridged

Publisher: Bantam Doubleday Dell Audio

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Customer Reviews

Got this to my reading mode good one

It's simple, straight forward and to the point. There are many good suggestions, that you can just go practice, and probably many situations you will recognize. To me it was a reminder of what I had forgotten I knew and an eye opener to my sometimes naive belief that everybody in a negotiation always play fair. I also enjoyed reading it

Very encompassing and easy to follow. Critical text for negotiations - I would recommend this to anyone as it can be applied to most spheres of life

Great book, codifies things you probably already know but is helpful to access in a written format and easier to recall when structured and laid out for you.

An absolutely fantastic and practical book for anyone interested in negotiation. I recommend this

book highly as well for all mediators, as it gives some great insight from two experts in the field of negotiation!

This is definitively one of the best (if not the best) books of negotiation. Improving the excellent work in *Getting to Yes*, William Ury was able to develop a systematic and very effective strategy to deal with difficult (and blocked) people. This is William Ury at this best.

For an intro to negotiation, this book is great. Don't expect to listen once and be a pro, but it's a good start.

i have listend to these a couple of times now. I think if I were just listening I would find them to be be a little slow and boring. Not because it does not have great content. It just takes a while to get there. But for me, I listen while I am working. So I find them to be just the right speed for how I am absorbing the material.

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