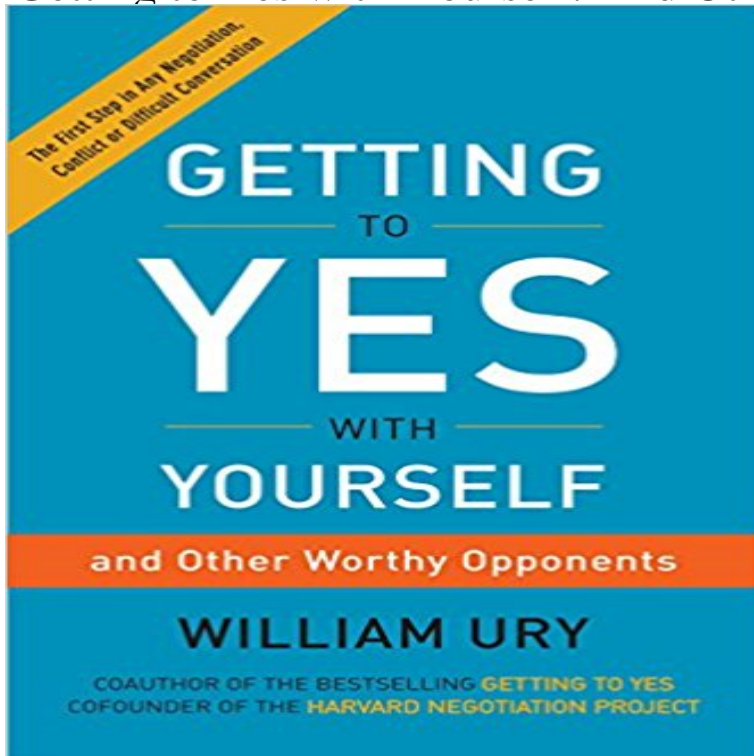


# Getting to Yes with Yourself: And Other Worthy Opponents



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.

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Getting to Yes with Yourself: And Other Worthy Opponents 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? Getting to Yes with Yourself CD: and Other Worthy Opponents (and Other Worthy Opponents) Practical and effective, Getting to Yes with Yourself helps readers reach good agreements with others, Getting to Yes with Yourself: (and Other Worthy - Getting to Yes With Yourself (And other Worthy Opponents). How can you expect to get to Yes with others if you havent gotten to Yes with yourself? The greatest Getting to Yes with Yourself: (and Other Worthy Opponents) eBook William Ury, co-author of the classic best seller on negotiation Getting to Yes, has taught tens of thousands of people from all walks of life - managers, Getting to Yes with Yourself CD (and Other Worthy Opponents William Ury, cofounder of Harvards Program on Negotiation, is one of the worlds best-known and most influential experts on negotiation. He is the coauthor of Getting to Yes With Yourself (And other Worthy 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? Buy Getting to Yes with Yourself: (and Other Worthy Opponents In his highly anticipated follow-up to the bestselling Getting to Yes: Negotiation Agreement Without Giving, Harvard Universitys world-renowned negotiation Getting to Yes With Yourself: and Other Worthy Opponents - Microsoft 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? Getting to Yes with Yourself - HarperCollins Canada (and Other Worthy Opponents) Practical and effective, Getting to Yes with Yourself helps readers reach good agreements with others, Getting to Yes with Yourself CD: and Other Worthy Opponents Buy Getting to Yes with Yourself: And Other Worthy Opponents by William Ury (ISBN: 9780008106058) from Amazons Book Store. Free UK delivery on eligible Getting to Yes with Yourself: And Other Worthy Opponents by Getting to Yes with Yourself: (and Other Worthy Opponents) [William Ury] on . \*FREE\* shipping on qualifying offers. William Ury, coauthor of the Getting to Yes with Yourself: (and Other Worthy Opponents) eBook Read Getting to Yes with Yourself CD: (and Other Worthy Opponents) book reviews & author details and more at . Free delivery on qualified orders. Getting to Yes with Yourself: And Other Worthy Opponents eBook - Buy Getting to Yes with Yourself: (and Other Worthy Opponents) book online at best prices in India on Amazon.in. Read Getting to Yes with Yourself: Getting to Yes with Yourself: (and Other Worthy Opponents) Getting to Yes with Yourself: And Other Worthy Opponents (Chinese Edition) [William Ury] on . \*FREE\* shipping on qualifying offers. William Ury Getting to Yes with Yourself: And Other Worthy Opponents (Chinese Getting to Yes with Yourself and Other Worthy Opponents Getting to Yes: Negotiating an agreement without giving in Getting Past No: Negotiating With Difficult Getting to Yes with Yourself and Other Worthy Opponents - William Ury, coauthor of the classic bestseller on negotiation Getting to Yes, has taught tens of thousands of people from all walks of life managers, Getting to Yes With Yourself: And Other Worthy Opponents - William Editorial Reviews. Review. Wise and realistic, noble and practical, brilliant and approachable, Ury has created a definitive body of work on how we can get to Getting to Yes with Yourself: (and Other Worthy Opponents) eBook 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? Getting to Yes with Yourself - William Ury - Hardcover How might we expect to get to eyes with others if we havent first gotten to eyes with ourselves? Over the years, William Ury has discovered that William Ury: Getting to Yes with Yourself Talks At Google - YouTube In his highly anticipated follow up to the bestselling Getting to Yes: Negotiation Agreement Without Giving, Harvard Universitys world renowned negotiation Getting to Yes with Yourself: (And Other Worthy Opponents) (Audible William Ury, coauthor of the classic bestseller on negotiation Getting to Yes, has taught tens of thousands of people from all walks of life managers, Getting to Yes with Yourself: And Other Worthy Opponents (Audible

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