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Confrontation To Cooperation By William Ury**

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Getting Past No Negotiating in Difficult Situations. Winner of the 1991 CPR Award for Excellence in ADR (Outstanding Book Category) In Getting Past No,

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Additional Physical Format: Online version: Ury, William. Getting past no. New York : Bantam Books, 1991 (OCoLC)608049940: Material Type: Internet resource

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Use Breakthrough strategy to pass by obstacles that stand in your way. their composure during the negotiation. Ury, William (1991). Getting Past No:

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R. & Ury, W. (1991).Getting to Yes: Negotiating Agreement Without Giving In. New York, N.Y.: Penguin. Ury, W. (1993). Getting Past No: Negotiating with Difficult

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Nov 14, 2013 Getting Past No: A Brief Synopsis. Posted on November 15, William Ury, Getting Past No: Negotiating With Difficult People (New York: Bantam Books, 1991)

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