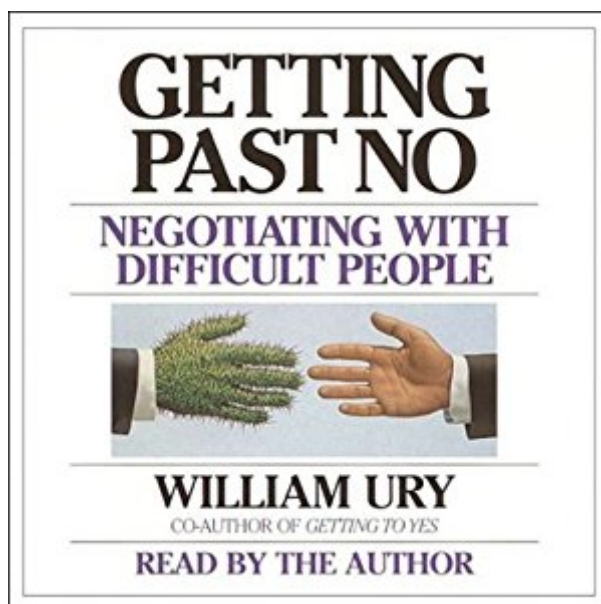


The book was found

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

Program Type: Audiobook

Version: Abridged

Publisher: Bantam Doubleday Dell Audio

Audible.com Release Date: December 15, 1999

Language: English

ASIN: B0000544Z0

Best Sellers Rank: #75 in [Books > Audible Audiobooks > Business & Investing > Careers](#)
#332 in [Books > Business & Money > Job Hunting & Careers > Guides](#) #450 in [Books > Business & Money > Skills > Communications](#)

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.

[Download to continue reading...](#)

Getting Past No: Negotiating with Difficult People
Getting Past No: Negotiating in Difficult Situations
Difficult Mothers: Difficult Mothers Cure: Toxic Relationships With Narcissistic Mothers Understood And Overcome Forever! (Difficult Mothers, narcissistic ... absent mother, narcissist relationship)
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
Difficult Decisions in Colorectal Surgery (Difficult Decisions in Surgery: An Evidence-Based Approach)
Difficult Decisions in Vascular Surgery: An Evidence-Based Approach (Difficult Decisions in Surgery: An Evidence-Based Approach)
Getting Past Your Past: Take Control of Your Life with Self-Help Techniques from EMDR Therapy
Working with Difficult People, Second Revised Edition: Handling the Ten Types of Problem People Without Losing Your Mind
How to Deal with Difficult People: Smart Tactics for Overcoming the Problem People in Your Life
Getting to Yes: Negotiating Agreement Without Giving In
Getting to Yes: Negotiating an agreement without giving in
The Book on Negotiating Real Estate: Expert Strategies for Getting the Best Deals When Buying & Selling Investment Property
Sales: How To Sell, Influence People, Persuade, and Close The Sale (Job Interview,Negotiating,Sales,Resumes,Persuasion,Business Plan Writing Book 4)
The Schmuck in My Office: How to Deal Effectively with Difficult People at Work
Working with Difficult People: Revised and Expanded Lessons from a Difficult Person: How to Deal with People Like Us
Leading the Unleaddable: How to Manage Mavericks, Cynics, Divas, and Other Difficult People
Powerful

Phrases for Dealing with Difficult People: Over 325 Ready-to-Use Words and Phrases for Working with Challenging Personalities Learning to Listen: Positive Approaches and People with Difficult Behavior

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)