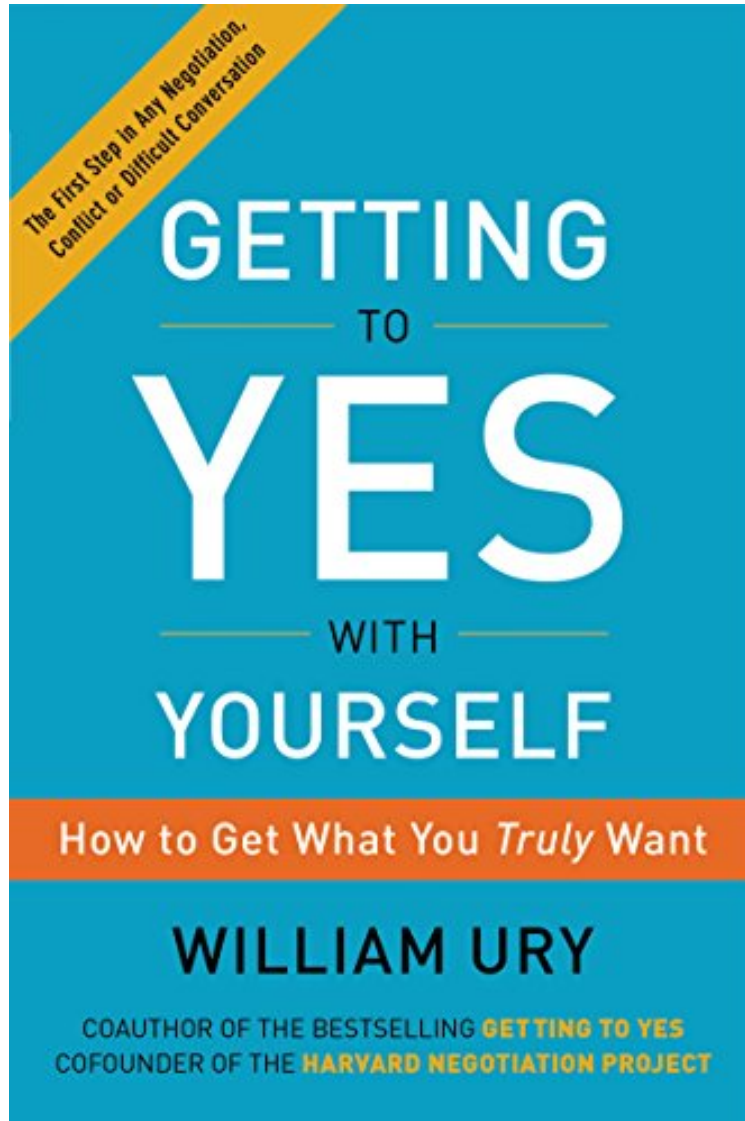


[Library ebook] Getting to Yes with Yourself: (and Other Worthy Opponents)

## Getting to Yes with Yourself: (and Other Worthy Opponents)

William Ury

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**William Ury : Getting to Yes with Yourself: (and Other Worthy Opponents)** before purchasing it in order to gage whether or not it would be worth my time, and all praised Getting to Yes with Yourself: (and Other Worthy Opponents):

0 of 0 people found the following review helpful. I had seen a video of William Ury and I really enjoyed his personalityBy Ceacute;cileA must for anybody !! I read many books in this area but this one deeply inspired me and changed my life. I now sees and approaches conflicts (within family, work, friends etc..) in a complete different way, much more constructive and peaceful. This book gives peace! I had seen a video of William Ury and I really enjoyed

his personality. Plus, this book gives tools and concrete example. It is so clearly written ! What a brilliant writer and man !! Just loved this book so much ! This book should be given in school !!! 0 of 0 people found the following review helpful. It fit in nicely, thought-wise with material I am using with our ...By David A. Wachtel Getting to Yes was an instruction manual on negotiating. This is more oriented toward the introspective aspects of negotiating and relationships. It fit in nicely, thought-wise with material I am using with our managers for training purposes. 0 of 0 people found the following review helpful. I really like it. It may not be the best introduction to William Ury, but I really like it. By Persnickety one In some ways this book pales by comparison to the author's earlier books (e.g., it does not give a good introduction to some of the idioms). But it gets to a point that is often overlooked: really understanding where YOU are coming from--in a negotiation or a job interview (which is a kind of negotiation). It is a quick read and I found it valuable enough to give to my step daughter (who is graduating and looking for either jobs or grad school) as a birthday present. I'd like to give it 4.5 stars: I really like it, but I want to record that it may not be the best introduction to William Ury.

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.

“Wise and realistic, noble and practical, brilliant and approachable, Ury has created a definitive body of work on how we can get to yes in our conflicted world. Here he turns to the hardest negotiation of all: with ourselves. Yet again, Ury has done a tremendous service with his work.” (Jim Collins, author of *Good to Great*, and co-author of *Built to Last* and *Great by Choice*) “We have met our enemy at the negotiating table—and it is us. Ury has written a much needed prequel to his classic *Getting to Yes*. If you adopt the winning strategies in this book, you’ll come out ahead in business and in life.” (Daniel H. Pink, author of *To Sell Is Human* and *Drive*) “William Ury sheds light on how we can reach more satisfying and successful agreements with the person in the mirror. With his signature blend of stories and sage advice, he offers a wealth of practical insight for improving our decisions and our relationships.” (Adam Grant, Wharton professor and author of *Give and Take*) “William Ury untangles challenges that bedevil even the most experienced negotiators: how can I get what I want when I don’t know what I want? Along with *Getting to Yes*, this book may be his most important contribution to the fields of negotiation and conflict management.” (Douglas Stone and Sheila Heen, authors of *Difficult Conversations* and *Thanks for the Feedback*) “Ury shares an approach that builds confidence and connection in a way that will leave you feeling energized and fulfilled. Every woman and man will be more effective by starting within before entering negotiations with others.” (Joanna Barsh, director emeritus, McKinsey Company, and author of *Centered Leadership*) “The best negotiators are the ones who are at peace with their own, internal negotiations first. There is no finer guide to take us on that journey than William Ury.” (Simon Sinek, optimist and author of *Start With Why* and *Leaders Eat Last*) From the Back Cover 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, salespeople, students, parents, lawyers, and diplomats—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 ourselves—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 indispensable prequel to *Getting to Yes*, Ury draws deeply on his personal and professional experience negotiating conflicts around the world to present a practical method to help you get to yes with yourself first, dramatically improving your ability to get to yes with others. Extraordinarily useful and elegantly simple, *Getting to Yes with Yourself* is an essential guide to achieving the inner satisfaction that will, in turn, make your life better, your relationships healthier, your family happier, your work more productive, and the world around you more peaceful. About the Author William Ury, cofounder of Harvard's Program on Negotiation, is one of the world's best-known and most influential experts on negotiation. He has served as a mediator in boardroom battles, labor conflicts, and civil wars around the world. Ury is the coauthor of *Getting to Yes*, the bestselling negotiation book in the world, and seven

other books, including the New York Times bestsellers *Getting Past No* and *The Power of a Positive No*. An avid hiker, he lives with his family in Colorado.