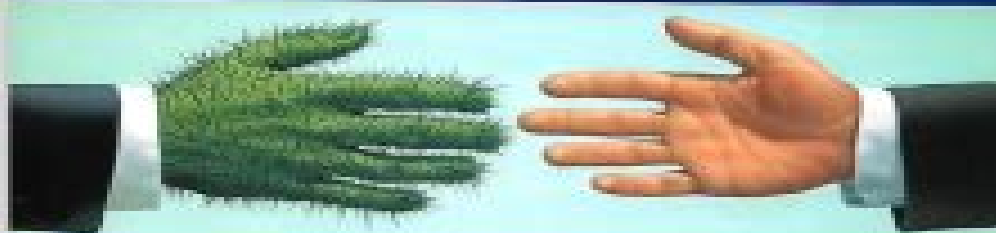


"WORTH ITS WEIGHT IN GOLD."
—John Naisbitt and Patricia Aburdene, coauthors of Megatrends 2000

GETTING PAST NO



Negotiating Your Way from
Confrontation to Cooperation

William Ury

of the Program on Negotiation at Harvard Law School and bestselling
CO-AUTHOR OF GETTING TO YES

Getting Past No Negotiating Your Way From Confrontation To Cooperation

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