

GETTING TO YES WILLIAM URY%0A

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"Getting to yes" bietet konkrete Tipps an, um besser Verhandlungen zu führen. Das Ziel der Buches ist nicht, "dirty tricks" zu lernen oder wie man den Verhandlungspartner über den Tisch ziehen könnte, sondern wie man die Kommunikation bessern kann.

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William Ury Getting to Yes Negotiating Agreement

Getting to Yes offers a straightforward, universally applicable method for negotiating personal and professional disputes without getting taken and without getting angry. This worldwide bestseller by William Ury provides a concise, step-by-step, proven strategy for coming to mutually acceptable agreements in every sort of conflict.

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Getting to Yes Amazon de Roger Fisher William L Ury

Getting to Yes has helped millions of people learn a better way to negotiate. One of the primary business texts of the modern era, it is based on the work of the Harvard Negotiation Project, a group that deals with all levels of negotiation and conflict resolution.

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William Ury Getting to Yes

The biggest obstacle we have to getting what we want is ourselves. William Ury at CreativeMornings New York, January 2016. Free events like this one are hosted every month in dozens of cities.

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Getting to YES fd unl pt

1 Getting to YES Negotiating an agreement without giving in Roger Fisher and William Ury With Bruce Patton, Editor Second edition by Fisher, Ury and Patton

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Getting to Yes Die Geschichte des Harvard Konzepts

Allein in den USA wird alle drei Minuten ein Exemplar verkauft: Der Verhandlungsklassiker Getting to Yes in Deutschland besser bekannt als das Harvard-Konzept ist auch 34 Jahre nach seinem Erscheinen noch hochaktuell.

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William Ury The walk from no to yes TED Talk

William Ury, author of "Getting to Yes," offers an elegant, simple (but not easy) way to create agreement in even the most difficult situations -- from family conflict to, perhaps, the Middle East.

<http://www.hermesreplica.co/William-Ury--The-walk-from--no--to--yes--TED-Talk.pdf>

William Ury YouTube

William Ury's new book Getting to Yes With Yourself is featured In this video clip from Saia Justa GNT Brazil.

<http://www.hermesreplica.co/William-Ury-YouTube.pdf>

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Getting to Yes Wikipedia

Getting to Yes: Negotiating Agreement Without Giving In is a best-selling 1981 non-fiction book by Roger Fisher and William L. Ury. Subsequent editions in 1991 and 2011 added Bruce Patton as co-author. All of the authors were members of the Harvard Negotiation Project. The book made appearances for years on the Business Week bestseller list.

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