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William Ury is a mediator, writer and speaker, working with conflicts ranging from family feuds to boardroom battles to ethnic wars. He's the author of "Getting to Yes."

Why negotiators still aren't ' getting to yes'

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William ury - program on negotiation at harvard

No & Still Get to Yes (2007) and co-author (with Roger Fisher) of Getting to Yes: Negotiating Agreement Without Giving In, Fisher, R. & Ury, W. (1991).Getting

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I predict this is going to get you tons of positive reactions. It s very substantive and people are going to love it, especially senior people in the right places

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Getting to Yes by Roger Fisher & William Ury. Getting to Yes - Negotiating Agreement Without Giving In by Roger Fisher and William Ury was first published in

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In this post, I present a mind map with the summary of the book Getting to Yes: Negotiating Agreement Without Giving In by Roger Fisher, William Ury and Bruce Patton.

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Getting To Yes: Negotiating Agreement Without Giving In. Fisher, Roger, William Ury and Bruce Patton (1979). Getting to YES: Negotiating Agreement Without Giving In.

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