

"WORTH ITS WEIGHT IN GOLD."

—John Naisbitt and Patricia Aburdene, coauthors of *Megatrends 2000*

# GETTING PAST NO

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NEGOTIATING IN  
DIFFICULT SITUATIONS

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WILLIAM URY

Director of the Global Negotiation Project at Harvard University  
and coauthor of the *New York Times* bestseller

*Getting to Yes*

# Getting Past No

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