

[PDF] The Power Of A Positive No

William Ury - pdf download free book

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Author: William Ury

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Description:

From Publishers Weekly Twenty-five years after the publication of the bestselling *Getting to Yes*, Ury addresses the other side of the coin, but his version of "No" is not a simple rejection. "A Positive No begins with Yes and ends with Yes," he says, because it defines the nay-sayer's self-interests and paves the way for a continued relationship. Ury delineates this "Yes! No. Yes?" pattern recursively, so that each step is itself another three-part process. In addition to drawing on his own experiences as a negotiator for conflicts in countries like Chechnya and Venezuela, and the historical examples of activists like Rosa Parks, Nelson Mandela and Mahatma Gandhi, he shows how his principles can be used in the home and the workplace. He even throws in a few literary precedents, citing Melville's *Bartleby the Scrivener*, whose repetition of the phrase "I would prefer not to" is cited as a "simple and admirable" method of polite refusal. Some of Ury's advice, like describing how another's actions make you feel rather than attacking the action, may strike the more cynical minded as touchy-feely, but his reminders to consider the other person's perspective while asserting your own position create a clear, unambiguous path to win-win situations. (Mar. 6)

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Review "William Ury brings a marvelous blend of experience, insight, integrity and warmth to his work. In this wonderful book he teaches us how to say No—with grace and effect—so that we might create even better Yes".—Jim Collins, author *Good to Great*

"Almost any brief comment on **The Power of a Positive No** would be trite. Suffice it to say that if I'd had and used this book for the last 25 years, I would have doubtless avoided innumerable heartaches and headaches and tattered personal and professional relationships. 'Original' is an embarrassingly overused word on book dust jackets, but, simply, this all-important book stands alone on a subject that underpins, like no other, individual and organizational effectiveness."—Tom Peters, author of *In search of Excellence*

"The world's biggest shared secret is that most of us say yes when we really want to say no, in both our professional and private lives. Bill Ury generously provides us with insights and techniques to turn this malady into win-win solutions. This is a wise and powerful book."—John Naisbitt, author of *Megatrends*

"No matter whether you are negotiating compensation with the toughest CFO or a curfew for your teenager, this book teaches us a critical and counterintuitive lesson. You can say *no* and still be *nice*. Simple, straightforward and easy to read, **The Power of a Positive No** is a *YES* on our reading list."—Linda Kaplan Thaler and Robin Koval, authors of *The Power of Nice: How to Conquer the Business World with Kindness*

From the Hardcover edition. --This text refers to the edition.

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