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for our adversaries. When activated through Ury ' s Inner Yes Method, it is simple and powerful – and could make all the difference at the negotiation table.

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Getting to Yes with Yourself : How to Get What You Truly ...

Getting to Yes is a straightforward, universally applicable method for negotiating personal and professional disputes without getting taken - and without getting angry. It offers a concise, step-by-step, proven strategy for coming to mutually acceptable agreements in every sort of conflict - whether it involves parents and children, neighbors, bosses and employees, customers or corporations, tenants or diplomats.

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