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Trazar el mapa del camino que lleva al acuerdo Hay 5 puntos importantes:

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William Ury...Well, the subject of difficult negotiation reminds me of one of my favorite stories from the Middle East, of a man who left to his

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three sons 17 camels. To the first son, he left half the camels. To the second son, he left a third of the camels, and to the youngest son, he left a ninth of the camels.

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~~Autor – William Ury | superknjizara.hr~~
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En su escrito William Ury enseña las maneras de superar los obstáculos en la negociación y triunfar, a través de superar el no, con una comprobada estrategia de cinco pasos, capaz de desarmar a los individuos más empeñados en no ceder, poner fin a las evasivas, desviar los ataques y esquivar las más sucias trampas y barreras que se puedan utilizar con el fin de no dar oportunidad a la otra parte que está negociando.

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Getting to Yes: Negotiating Agreement Without Giving In.

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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~~Supere o Não — William Ury, Resumo em PDF Grátis~~

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. This talk was presented to a local audience at TEDxMidwest, an independent event. TED's editors chose to feature it for you.

~~William Ury: The walk from "no" to "yes" | TED Talk~~

“ This isn ’ t rocket science, ”
William Ury told me this week. Dr. Ury, along with Roger Fisher, who was a law professor at Harvard at the time, wrote the classic work on negotiating, “ Getting to Yes, ” and has been refining his insights at the Program

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on Negotiation at Harvard Law
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