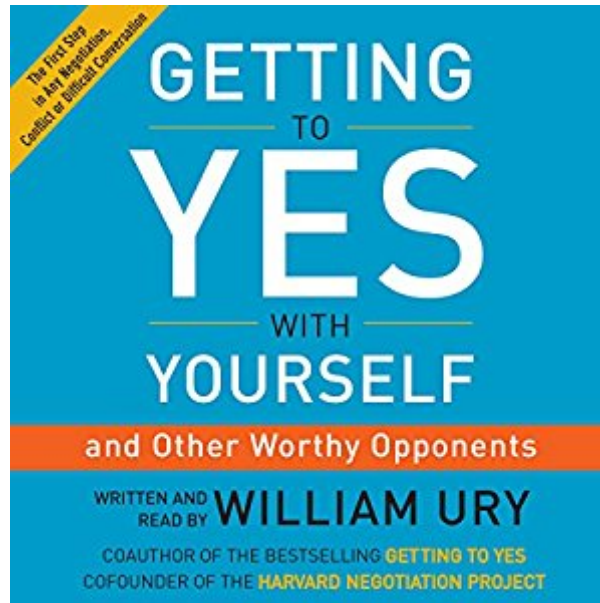


The book was found

# Getting To Yes With Yourself: (And Other Worthy Opponents)



## Synopsis

William Ury, co-author of the classic best seller on negotiation *Getting to Yes*, has taught tens of thousands of people from all walks of life - managers, salespeople, students, parents, lawyers, and diplomats - how to become better negotiators. Over the years, Ury has discovered that the greatest obstacle to successful agreements and satisfying relationships is not the other side, as difficult as they can be. The biggest obstacle is actually ourselves - our natural tendency to react in ways that do not serve our true interests. But this obstacle can also become our biggest opportunity, Ury argues. If we learn to understand and influence ourselves first, we lay the groundwork for understanding and influencing others. In this indispensable prequel to *Getting to Yes*, Ury draws deeply on his personal and professional experience negotiating conflicts around the world to present a practical method to help you get to yes with yourself first, dramatically improving your ability to get to yes with others. Extraordinarily useful and elegantly simple, *Getting to Yes with Yourself* is an essential guide to achieving the inner satisfaction that will, in turn, make your life better, your relationships healthier, your family happier, your work more productive, and the world around you more peaceful.

## Book Information

Audible Audio Edition

Listening Length: 4 hours and 26 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: HarperAudio

Audible.com Release Date: January 20, 2015

Whispersync for Voice: Ready

Language: English

ASIN: B00R57SPYY

Best Sellers Rank: #28 in Books > Business & Money > Human Resources > Conflict Resolution & Mediation #97 in Books > Business & Money > Management & Leadership > Negotiating #1078 in Books > Audible Audiobooks > Health, Mind & Body > Self-Help

## Customer Reviews

“In the morning when I look at myself in the mirror, I like to remind myself that I am seeing the person who is probably going to give me the most trouble that day, the opponent who will be the biggest obstacle to me getting what I truly want.” So writes William Ury in his just published and

excellent new book, *Getting to Yes with Yourself*. The distinguished co-author of the seminal *Getting to Yes* has come to the conclusion that the missing piece in all his writing about dealing with conflict is the inner one. Indeed, he describes this latest book as a "prequel" to *Getting to Yes*, the essential prerequisite to being able to achieve win-win, interest-based negotiated outcomes with others. Often, he observes, those who understand *Getting to Yes* fall back under pressure into costly and destructive win-lose methods, usually because we perceive others as "difficult people", threatening to take advantage of us and to cause us loss. We are "reaction machines". He writes that "every little in life may be under our full control, but the choice between yes and no is ours to make at any moment. We can choose to say yes or no to ourselves, to be either our best ally or our worst opponent. We can choose to say yes or no to life, to treat life either as friend or foe. We can choose to say yes or no to others, to relate to them either as possible partners or implacable allies. And our choices make all the difference." Choose well and we can have three kinds of win. Ury suggests a number of apparently small changes that may make all the difference. Put yourself in your shoes "suspend your inner critic: what do you really need? Develop your inner BATNA (see *Getting to Yes*!) " who are you blaming for your own needs not being met? What are the costs?

[Download to continue reading...](#)

*Getting to Yes with Yourself: (And Other Worthy Opponents)* *The Chili Cookbook: A History of the One-Pot Classic, with Cook-off Worthy Recipes from Three-Bean to Four-Alarm and Con Carne to Vegetarian* *How to Design TED-Worthy Presentation Slides (Black & White Edition): Presentation Design Principles from the Best TED Talks* *Year of Yes: How to Dance It Out, Stand In the Sun and Be Your Own Person* *Anyone Can Learn Watercolor Journaling - Yes, You!: Easy Techniques for Drawing and Painting* *Say Yes to the Honeymoon: The Experts Guide to Planning the Perfect Honeymoon* *Yes!: My Improbable Journey to the Main Event of WrestleMania* *Under Our Skin: Getting Real about Race--and Getting Free from the Fears and Frustrations that Divide Us* *Under Our Skin: Getting Real about Race. Getting Free from the Fears and Frustrations that Divide Us.* *Mom Coloring Book: I Love You Mom: Beautiful and Relaxing Coloring Book Gift for Mom, Grandma, and other Mothers - Perfect Mom Gift for Birthday, Mother's Day and Other Special Occasions* *Training and Riding with Cones and Poles: Over 35 Engaging Exercises to Improve Your Horse's Focus and Response to the Aids, While Sharpening Your Timing and Accuracy* *Counseling and Psychotherapy with Children and Adolescents: Theory and Practice for School and Clinical Settings* *America The Black Point of View - An Investigation and Study of the White People of America and Western Europe* and *The Autobiography of an American Ghetto Boy, The 1950s and*

1960s Pride and Prejudice and Zombies (Movie Tie-in Edition) (Pride and Prej. and Zombies) Eye of Newt and Toe of Frog, Adder's Fork and Lizard's Leg: The Lore and Mythology of Amphibians and Reptiles Day Trading: Day Trading for Beginners - Options Trading and Stock Trading Explained: Day Trading Basics and Day Trading Strategies (Do's and Don'ts and the Small Letters) - 3rd Edition Day Trading: Day Trading for Beginners - Options Trading and Stock Trading Explained: Day Trading Basics and Day Trading Strategies (Do's and Don'ts and the Small Letters) Supply Chain and Logistics Management Made Easy: Methods and Applications for Planning, Operations, Integration, Control and Improvement, and Network Design Independence in Latin America: Contrasts and Comparisons: Joe R. And Teresa Lozano Long Series in Latin American and Latino Art and Culture The Hop: Its Culture and Cure, Marketing and Manufacture; A Practical Handbook on the Most Approved Methods in Growing, Harvesting, Curing, and ... Use and Manufacture of Hops (Classic Reprint)

[Dmca](#)