



Getting to Yes with Yourself: And Other Worthy Opponents

By William Ury

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William Ury, coauthor of the international bestseller *Getting to Yes*, returns with another groundbreaking book, this time asking: how can we expect to get to yes with others if we haven't first gotten to yes with ourselves?

Renowned negotiation expert William Ury has taught tens of thousands of people from all walks of life—managers, lawyers, factory workers, coal miners, schoolteachers, diplomats, and government officials—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 our own selves—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 prequel to *Getting to Yes*, Ury offers a seven-step method to help you reach agreement with yourself first, dramatically improving your ability to negotiate with others.

Practical and effective, *Getting to Yes with Yourself* helps readers reach good agreements with others, develop healthy relationships, make their businesses more productive, and live far more satisfying lives.

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Editorial Review

Review

“Wise and realistic, noble and practical, brilliant and approachable, Ury has created a definitive body of work on how we can get to yes in our conflicted world. Here he turns to the hardest negotiation of all: with ourselves. Yet again, Ury has done a tremendous service with his work.” (**Jim Collins**, author of *Good to Great*, and co-author of *Built to Last* and *Great by Choice*)

“We have met our enemy at the negotiating table—and it is us. Ury has written a much needed prequel to his classic *Getting to Yes*. If you adopt the winning strategies in this book, you’ll come out ahead in business and in life.” (**Daniel H. Pink**, author of *To Sell Is Human* and *Drive*)

“William Ury sheds light on how we can reach more satisfying and successful agreements with the person in the mirror. With his signature blend of stories and sage advice, he offers a wealth of practical insight for improving our decisions and our relationships.” (**Adam Grant**, Wharton professor and author of *Give and Take*)

“William Ury untangles challenges that bedevil even the most experienced negotiators: how can I get what I want when I don’t know what I want? Along with *Getting to Yes*, this book may be his most important contribution to the fields of negotiation and conflict management.” (**Douglas Stone and Sheila Heen**, authors of *Difficult Conversations* and *Thanks for the Feedback*)

“Ury shares an approach that builds confidence and connection in a way that will leave you feeling energized and fulfilled. Every woman and man will be more effective by starting within before entering negotiations with others.” (**Joanna Barsh**, director emeritus, McKinsey & Company, and author of *Centered Leadership*)

“The best negotiators are the ones who are at peace with their own, internal negotiations first. There is no finer guide to take us on that journey than William Ury.” (**Simon Sinek**, optimist and author of *Start With Why* and *Leaders Eat Last*)

From the Back Cover

William Ury, coauthor of the classic bestseller 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.

About the Author

William Ury, cofounder of Harvard's Program on Negotiation, is one of the world's best-known and most influential experts on negotiation. He has served as a mediator in boardroom battles, labor conflicts, and civil wars around the world. Ury is the coauthor of *Getting to Yes*, the bestselling negotiation book in the world, and seven other books, including the *New York Times* bestsellers *Getting Past No* and *The Power of a Positive No*. An avid hiker, he lives with his family in Colorado.

Users Review

From reader reviews:

William Chapman:

Spent a free time for you to be fun activity to try and do! A lot of people spent their leisure time with their family, or their particular friends. Usually they carrying out activity like watching television, planning to beach, or picnic from the park. They actually doing same every week. Do you feel it? Do you want to something different to fill your own free time/ holiday? Could be reading a book could be option to fill your cost-free time/ holiday. The first thing that you'll ask may be what kinds of guide that you should read. If you want to try out look for book, may be the book untitled *Getting to Yes with Yourself: And Other Worthy Opponents* can be fine book to read. May be it may be best activity to you.

Jennifer Wadsworth:

Reading can called imagination hangout, why? Because when you find yourself reading a book specifically book entitled *Getting to Yes with Yourself: And Other Worthy Opponents* the mind will drift away through every dimension, wandering in every aspect that maybe unknown for but surely will become your mind friends. Imaging each and every word written in a publication then become one application form conclusion and explanation that maybe you never get before. The *Getting to Yes with Yourself: And Other Worthy Opponents* giving you one more experience more than blown away your mind but also giving you useful details for your better life in this particular era. So now let us teach you the relaxing pattern this is your body and mind are going to be pleased when you are finished looking at it, like winning a game. Do you want to try this extraordinary paying spare time activity?

Richard King:

In this era which is the greater individual or who has ability in doing something more are more treasured than other. Do you want to become considered one of it? It is just simple approach to have that. What you are related is just spending your time little but quite enough to possess a look at some books. One of several books in the top checklist in your reading list is actually *Getting to Yes with Yourself: And Other Worthy Opponents*. This book which is qualified as *The Hungry Inclines* can get you closer in growing to be precious person. By looking up and review this e-book you can get many advantages.

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