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decisiones, soluciona problemas, cuando logra lo que desea. Pero, ¿qué puede hacer cuando enfrenta a una persona que no quiere negociar o es intransigente?

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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 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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Getting to Yes, has taught tens of thousands of people from supprre walks of life—managers, salespeople, students, parents, lawyers, and diplomats—how to become better negotiators.

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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

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William Ury, author of "Getting to Yes," offers an elegant, simple (but not easy) way to create agreement in even the most

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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 on Negotiation at Harvard Law School.

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