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About the Author Step
1: Go to the balcony
(Don't react) - Keep
your eyes on the prize
o Identify your
interests o Identify
your BATNA o... Step
2: Step to their side
(Disarm them) - Listen

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actively o Give your
opponent a hearing o
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**Getting Past No:
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Excerpt from Getting
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in Difficult Situations
by William Ury.

Whether you are
negotiating with your
boss, a hostage-taker,

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or your teenager, the basic principles remain the same. In summary, the five steps of breakthrough negotiation are: 1. Go to the Balcony. The first step is not to control the other person's behavior.

Getting Past No - The Five Steps of Breakthrough

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The 5 Steps of
Getting Past No.

William Ury lists five major steps for dealing with difficult negotiations, and they are: Go to the Balcony: To control their poor behavior you must control your own. Take a break when things are getting intense

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Instead of giving in or
counterattacking, or
find an excuse to take
a break

**Getting Past No:
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In *Getting Past No*, Ury presents a five-step strategy for negotiating with an uncooperative, intransigent opponent. There are usually reasons

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Getting to Yes:
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Agreement Without
Giving In is a best-
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fiction book by Roger Fisher and William L. Ury. Subsequent editions in 1991 and 2011 added Bruce Patton as co-author. All of the authors were members of the Harvard Negotiation Project. The book made appearances for years on the Business Week bestseller list. The

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book suggests a
method called
principled negotiation
or "negotiation of
merits".

Getting to Yes - Wikipedia

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