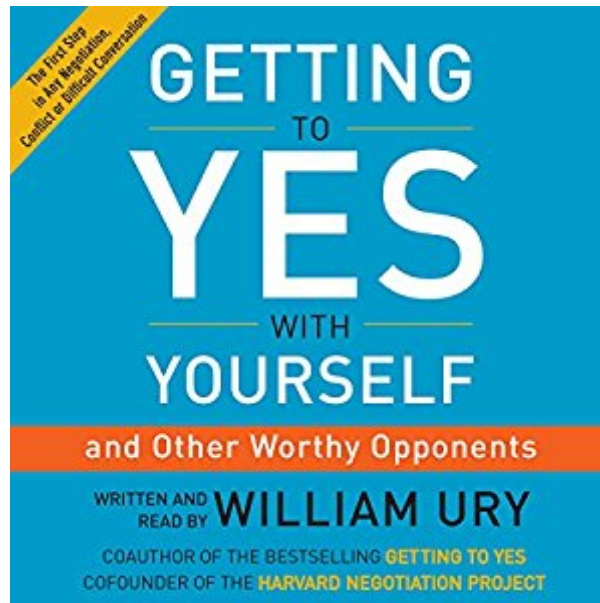




The book was found

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

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Customer Reviews

This is a book of practical wisdom. Quite a little gem! I know Ury's work from his seminal book "Getting to Yes" (a brilliant classic about the art and practice of mediation) In this book we are directed inward, to how the greatest conflicts that we face everyday are within ourselves and that

unless we learn to stop being at war with ourselves, we will suffer and will not be able to be the best we can be in the rest of our lives. Then he gives us simple but powerful practices about how to end the inner conflict. This little volume is full of psychological, Spiritual and practical wisdom, all put in beautifully simple language that makes it completely accessible. Ury weaves his journey with his daughter who was born with serious and ongoing medical issues with tales from the negotiating table involving major world conflicts. He's been there and the mix of his personal journey with stories from his career as a mediator are told with a humility and no big deal-ness- that i found totally refreshing and unpretentious. It's an enjoyable read too.. Even though i have been involved in the worlds of both mediation and personal growth for decades, I felt well instructed, inspired and renewed. I know I will be implementing many of his suggestions and passing them onto others as well.

Almost 20 years ago I first participated in the Harvard Law School Program on Negotiation (PON) as an "role player" and later was extremely fortunate to be able to take the full semester HLS course. I have read many of PON's books over the years with generally great interest and "profit". This is one of the very best, at least to me. Here Professor Ury faces the hardest task of all--negotiating with and calming oneself in emotionally demanding negotiations. He convincingly blends the increasingly mainstream insights on meditation (which one can also regard as prayer in many cases) and traditionally religious ideas like trust, gratitude, and forgiveness, with those of the more rationalistic, but powerful PON approach. Without wanting to diminish it in any way, I would describe it as an extraordinary confluence of the work of HMS professor Herbert Benson on the "relaxation response", Viktor Frankl's "Man's Search for Meaning", Martin Seligman's work on learned optimism (and learned helplessness), with lessons from his own life and the many other fine writers who have contributed to PON. A wonderful capstone to a series of books, though Ury would call it the "prequel" to them all, which of course it truly is.

This is a guide book. It is about the choice and the process of getting to yes: both on my inside as well as eheightening the chances of doing it in the world of conflict. In 6 very practical steps, this excellent "how to" book is an invitation. Ury uses an impressive collection of personal examples to illustrate the value of doing the 6 steps. The examples range from dealing with ethnic conflict right to the hearts of Ury and his wife having to deal with Gaby, their daughter, and the circumstances of her illness and how she triumphs over at least 12 major surgeries. Ury is a personal example of the life-affirming "yes" which he writes about. The 6 "how to" steps are: Put Yourself In Your Shoes;

Develop Your Inner BATNA; Reframe Your Picture; Staying in the Zone; Respect them Even If; Give and Receive. Each of the 6 steps guide you practically through the how to with rich and empowering examples. For the negotiator, for the parent, for the person questioning their victim-hood: this is where you will realise what the missing part is, as well as how you can rethink and reframe your option to move into "better" if not "best."

Absolutely recommended. Immensely inspired by this book, I'd say I'd more or less become a bit of a different person after perusing it, more positive than ever, clearer about my goals in life, and more importantly, freer from the chain of the past and the uncertainty of the future. The six principles Professor Ury brought up in this book were essentially valuable and applicable in every situation for all walks of life. I especially liked the "balcony" metaphor. Getting to yes with oneself is the prerequisite of getting yes to others, and eventually to the whole community. As cliched as it may sound, it all starts from within, and the biggest obstacle, you will find, is always oneself. I used to dwell on the past, unable to free myself from daring to dream for the future and focusing on the present. Having read this inspirational book, I felt liberated and my mind refreshed. It's a shame that I still haven't gotten a chance to peruse his great book, *Getting to Yes: Negotiating an Agreement Without Giving In*, though I did read few sections of the book during my graduate studies. I look forward to reading it sometime. The fact that I've read this book will certainly allow me to absorb the wisdom it has to offer from a well-rounded angle. After all, like what Ury said in *Getting to Yes with Yourself*, without getting to oneself first, getting to others and even to the whole community will all too often prove to be a tall order, if not impossible.

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