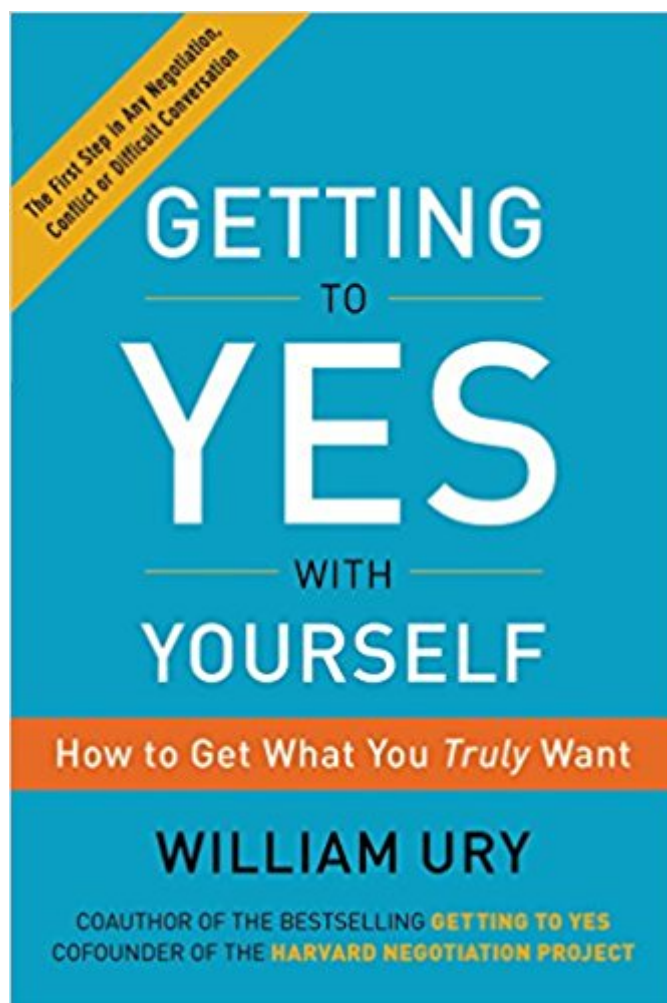


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# Getting To Yes With Yourself: How To Get What You Truly Want



## Synopsis

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.

## Book Information

Paperback: 208 pages

Publisher: HarperOne; Reprint edition (October 4, 2016)

Language: English

ISBN-10: 0062363417

ISBN-13: 978-0062363411

Product Dimensions: 5.3 x 0.5 x 8 inches

Shipping Weight: 5.6 ounces (View shipping rates and policies)

Average Customer Review: 4.6 out of 5 stars 62 customer reviews

Best Sellers Rank: #35,533 in Books (See Top 100 in Books) #23 in Books > Business & Money > Human Resources > Conflict Resolution & Mediation #73 in Books > Business & Money > Management & Leadership > Negotiating #655 in Books > Business & Money > Personal Finance

## Customer Reviews

“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*

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.

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 enlightening 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 clichéd 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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