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Getting Past No: Getting to Yes: Negotiating Agreement Without Giving In is a best-selling 1981 non-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.

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How to Get Past No - 5 Steps to a Breakthrough Negotiation

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Getting past no : : negotiating in difficult situations

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