

## Obtenga el s



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*Merely no phrases to describe. It generally does not price an excessive amount of. Its been designed in an extremely simple way in fact it is simply soon after i finished reading through this pdf through which really altered me, modify the way i really believe.*

*(Natasha Rolfson)*

## OBTENGA EL S



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Conecta. Paperback. Condition: New. 192 pages. Este libro profundiza en el tema de la negociacin con uno mismo y en las dinmicas personales de esa negociacin, en lugar de centrarse en los factores exteriores. El objetivo final de Obtenga el s consigo mismo es mejorar la capacidad del lector para alcanzar un equilibrio interior que contribuir a mejorar su vida, har sus relaciones ms saludables y conseguir que su carrera sea ms exitosa. El proceso incluye los siguientes pasos: Superar el juicio negativo sobre nosotros mismos para alcanzarla autocomprension. Superar la culpa para llegara la autorresponsabilidad. Superar la visin de escasez para llegar a la abundancia. Superar la resistencia para alcanzar un estado de flujo. Superar la exclusin para llegar a la inclusin. Del gano-pierdes al gano-ganas. ENGLISH DESCRIPTION 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...*



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