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Reviews

This ebook is definitely not effortless to get started on reading through but very fun to read through. it was actually writtern very perfectly and valuable. I discovered this ebook from my dad and i suggested this book to understand.

(Kaden Daugherty V)

OBTENGA EL SI CONSIGO MISMO (PAPERBACK)



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Conecta, Mexico, 2015. Paperback. Book Condition: New. 229 x 147 mm. Language: Spanish . Brand New Book. Este libro profundiza en el tema de la negociacion con uno mismo y en las dinamicas personales de esa negociacion, en lugar de centrarse en los factores exteriores. El objetivo final de Obtenga el si consigo mismo es mejorar la capacidad del lector para alcanzar un equilibrio interior que contribuira a mejorar su vida, hara sus relaciones mas saludables y conseguira que su carrera sea mas exitosa. El proceso incluye los siguientes pasos: Superar el juicio negativo sobre nosotros mismos para alcanzar la autocomprension. Superar la culpa para llegar a la autorresponsabilidad. Superar la vision de escasez para llegar a la abundancia. 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 lifemanagers, lawyers, factory workers, coal miners, schoolteachers, diplomats, and government officialshow 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 selvesour 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...



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