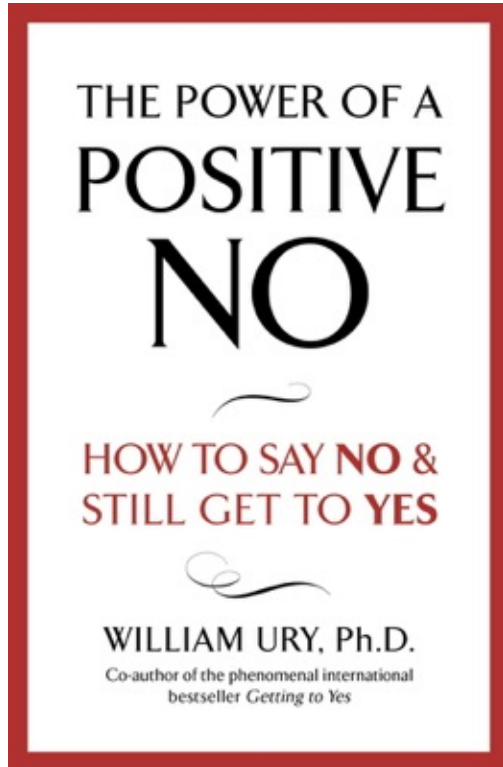


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The most powerful word in the language is one that most people find difficult to say. Yet when we know how to use it correctly, it has the power to profoundly transform our lives. That word is 'No'.

In *Getting to Yes*, William Ury helped millions of people across the world discover how to transform their working and personal relationships by saying Yes. In this wise and insightful 'prequel' to the international bestseller, Ury asserts that, although you may be able to say Yes, you cannot get to the right Yes until you know how to say No.

Most of us are reluctant to say No when we fear the word could spoil relationships with bosses; lose the deal with clients or upset family members. This indispensable book will help readers know whether and how to say No and provides a simple, proven five-step solution and tried and tested techniques to tackle this everyday dilemma.

<b>Title</b>	:	The Power of A Positive No
<b>Author</b>	:	William Ury
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<b>File Size</b>	:	1,021.59kB

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