



## Obtenga el s

By William Ury

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 els 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 sobrenosotros mismos para alcanzarla autocomprension. Superar la culpa para llegara la autorresponsabilidad. Superar la visin de escasezpara llegar a la abundancia. Superar la resistencia paraalcanzar un estado de flujo. Superar la exclusin parallegar a la inclusin. Del gano-pierdes al gano-ganas. ENGLISH DESCRIPTIONWilliam 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 havent first gotten to yes with ourselvesRenowned 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...



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