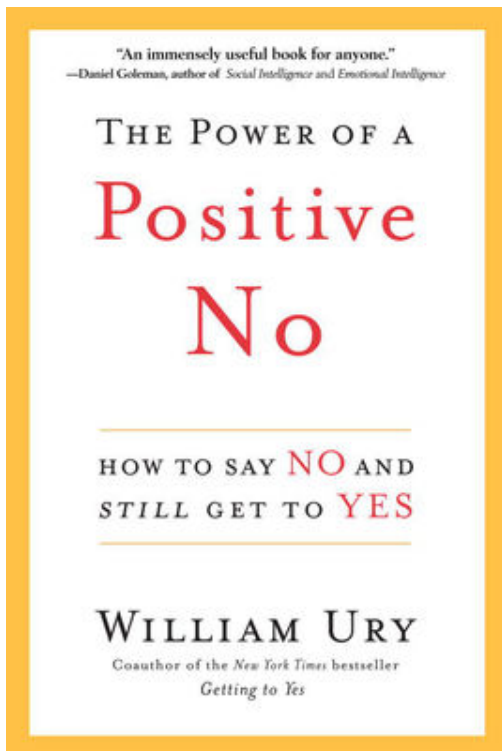


The Power of a Positive No Baixar (PDF or ePub) William Ury GRATIS



No is perhaps the most important and certainly the most powerful word in the language. Every day we find ourselves in situations where we need to say No—to people at work, at home, and in our communities—because No is the word we must use to protect ourselves and to stand up for everything and everyone that matters to us.

But as we all know, the wrong No can also destroy what we most value by alienating and angering people. That’s why saying No the right way is crucial. The secret to saying No without destroying relationships lies in the art of the Positive No, a proven technique that anyone can learn.

This indispensable book gives you a simple three-step method for saying a Positive No. It will show you how to assert and defend your key interests; how to make your No firm and strong; how to resist the other side’s aggression and manipulation; and how to do all this while still getting to Yes. In the end, the Positive No will help you get not just to any

Yes but to the right Yes, the one that truly serves your interests.

Based on William Ury’s celebrated Harvard University course for managers and professionals, **The Power of a Positive No** offers concrete advice and practical examples for saying No in virtually any situation. Whether you need to say No to your customer or your coworker, your employee or your CEO, your child or your spouse, you will find in this book the secret to saying No clearly, respectfully, and effectively.

In today’s world of high stress and limitless choices, the pressure to give in and say Yes grows greater every day, producing overload and overwork, expanding e-mail and eroding ethics. Never has No been more needed. A Positive No has the power to profoundly transform our lives by enabling us to say Yes to what counts—our own needs, values, and priorities.

Understood this way, No is the new Yes. And the Positive No may be the most valuable life skill you’ll ever learn!

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Conheça o método simples e eficaz que vai proporcionar a vida dos sonhos — antes das 8 horas da manhã! Hal Elrod explica os benefícios de acordar cedo e desenvolver todo o nosso potencial e as nossas habilidades . O milagre da manhã permite que o leitor...

[PDF] 世外惊变(2)



<http://new.beebok.info/br-1465195772/世外惊变-2.html>

八百里太行, 素来都是仙妖聚集之地, 而在那飘渺的云雾遮掩的山谷里, 有一个不为人知的世外桃源。那里的人们过着与世无争的生活。

[PDF] 三界行镖(1)



<http://new.beebok.info/br-1465191397/三界行镖-1.html>

千峰万峦绵绵无尽, 有些奇峰高入云端, 有些峭壁峻陡落幽邃。抬起头望, 云封天柱, 苍鹰回翔于日云之下, 悠悠苍穹下一片平和安详。俯瞰千寻麓谷, 雾锁川溪, 笼罩阴森丛莽, 谁也不知道这片神秘的天地里隐藏了些什么天地的奥秘。

[PDF] 艳福小子(2)



<http://new.beebok.info/br-1465234508/艳福小子-2.html>

从银行出来, 白岚眯起眼睛望着西落残阳, 心里涌起一阵满足。自从父母因车祸去世, 自己就是一个人住在父母留下的老房子内。家里不多的积蓄也都花在了父母的救护和葬礼上了。等到办完他们的后事, 白岚已经是身无分文。

[PDF] 艳福小子(1)



<http://new.beebok.info/br-1465233393/艳福小子-1.html>

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[PDF] 月影双姝(2)



<http://new.beebok.info/br-1465252289/月影双姝-2.html>

天空还是和往年的夏天一样蓝蓝的,连云彩都很少。在西宁城外,一个看上去十七八岁的少年骑着一匹没有一丝杂毛的白马悠然地走在树林里的小路上,低着头盲目的在树林里转着,就好像有着无穷的心事。

[PDF] 塞外追杀(1)



<http://new.beebok.info/br-1465248367/塞外追杀-1.html>

春风不渡玉门关,阳关道上本是极荒芜的,只有风中摇曳的长长青草,证实着春的存在。残阳如血,云雾中扑朔的天山,山前莽莽的苍原,似乎都沉浸在这血色的黄昏中了。

[PDF] A sutil arte de ligar o f*da-se



<http://new.beebok.info/br-1293280123/a-sutil-arte-de-ligar-o-f-da-se.html>

Chega de tentar buscar um sucesso que só existe na sua cabeça. Chega de se torturar para pensar positivo enquanto sua vida vai ladeira abaixo. Chega de se sentir inferior por não ver o lado bom de estar no fundo do poço. Coaching, autoajuda, desenvolvimento pessoal,...

[PDF] 月影双姝(1)



<http://new.beebok.info/br-1465251300/月影双姝-1.html>

天空还是和往年的夏天一样蓝蓝的,连云彩都很少。在西宁城外,一个看上去十七八岁的少年骑着一匹没有一丝杂毛的白马悠然地走在树林里的小路上,低着头盲目的在树林里转着,就好像有着无穷的心事。

[PDF] 塞外追杀(2)



<http://new.beebok.info/br-1465249553/塞外追杀-2.html>

春风不渡玉门关,阳关道上本是极荒芜的,只有风中摇曳的长长青草,证实着春的存在。残阳如血,云雾中扑朔的天山,山前莽莽的苍原,似乎都沉浸在这血色的黄昏中了。

[PDF] 成长的路



<http://new.beebok.info/br-1465246970/成长的路.html>

我原只是一个再普通不过的人, 一个男人。从大专毕业后阴错阳差的由中部老家来到了现在所在的东部一个中等城市, 一直在这里的一个局下属科室做科员, 因为各方面能力一般, 所以到现在三十出头了连个副科级也没有混上。

[PDF] 风云再世(上)



<http://new.beebok.info/br-1465004364/风云再世-上.html>

...

[PDF] F*deu Geral



<http://new.beebok.info/br-1459175328/f-deu-geral.html>

Do autor do mega-seller A sutil arte de ligar o f*da-se Vivemos em uma época interessante. Materialmente, nunca estivemos melhor — temos mais liberdade, mais saúde e mais riqueza do que em qualquer momento da história da humanidade. No entanto, tudo ao redor parece...

[PDF] The Seven Deadly Sins Capítulo 311



<http://new.beebok.info/br-1464688328/the-seven-deadly-sins-capitulo-311.html>

Para os Sete Pecados Capitais, as vitórias têm sempre um sabor agri-doce... Um fantasma que todos acharam ter sido deixado no passado se levanta, e medo, terror e destruição estão a caminho. Ainda não acabou. A batalha interminável continua...

[PDF] 风云再世(下)



<http://new.beebok.info/br-1465027401/风云再世-下.html>

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