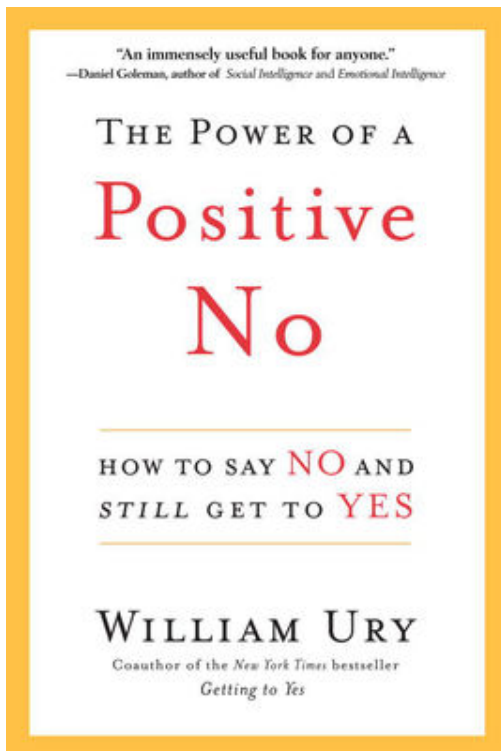


# The Power of a Positive No Baixar (PDF or ePub) William Ury GRATIS



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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**Autor** : William Ury  
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## Top 15 Melhores Bri Livros [FREE]:

### [PDF] 冰雪城白蛋(一)



<http://new.beebok.info/br-1464989323/冰雪城白蛋一一.html>

这个地方终年白雪皑皑,但是在天山的第二高峰博格达雪峰的山腰,有一个天然的高山湖泊,它就是享有“天山明珠”盛誉的天山天池。

### [PDF] 冰雪城白蛋三



<http://new.beebok.info/br-1464993047/冰雪城白蛋三.html>

侯雪城没有避开他的手。“我自小由你养大,从你手中接下傲神宫,你对我很好。可能在宫里唯一关心我的也只有你一个人。虽然我失去武功,不过我会和你一样,找一个最好的继承者,你放心吧。”

### [PDF] 冰雪城白蛋(二)



<http://new.beebok.info/br-1464990633/冰雪城白蛋二.html>

狄克欢绝对不是那种耍刀舞枪的人。他的十指修长灵巧,态度温和儒雅。他从不大声说话,但是只要他的要求,没人敢违背。他是洛阳第一世家的主人,生性好客,才三句出头,凭着一己之力,在洛阳创下的基业,却是十分惊人的。

### [PDF] 春宴



<http://new.beebok.info/br-1464970170/春宴.html>

长发一部分贴在身上,一部分在水中蜿蜒蜿蜒,墨色的发,微红的身子,俊美清丽的脸上似羞似恼,这样的苏妄言,宛若,水中的妖魅!

### [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 agridoce... 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] 天晴雪止(上)

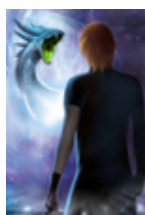


<http://new.beebok.info/br-1464985322/天晴雪止-上.html>

落雁楼,无疑是这天子脚下光芒最炽的一角,它美仑美奂的精巧建筑,重重层叠的楼阁就如其名,雁回九天,望之却难及。

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## [PDF] 仙王混元2



<http://new.beebok.info/br-1464984703/仙王混元2.html>

斯林话间刚落,“咯”地一声轻笑,一团轻雾突然在房间里迷漫开来。一个美妙绝伦的少女从雾气中走出来,美目盼兮,巧笑倩兮,正是斯林的“梦中情人”

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## [PDF] 仙王混元1



<http://new.beebok.info/br-1464980994/仙王混元1.html>

斯林话间刚落,“咯”地一声轻笑,一团轻雾突然在房间里迷漫开来。一个美妙绝伦的少女从雾气中走出来,美目盼兮,巧笑倩兮,正是斯林的“梦中情人”

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## [PDF] 天晴雪止(下)



<http://new.beebok.info/br-1464987405/天晴雪止-下.html>

「啊,初…晴姑娘?快进轿!」瞥见残雪出了轿,虽然遮尘的面纱围去了大半张脸,但那双灵动的瞳眸仍是让人见了失魂,带头的汉子好一会儿才记得喊出声警告他,这一分神差点被对手砍着。

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## [PDF] 花之半秋寒下部



<http://new.beebok.info/br-1464977416/花之半秋寒下部.html>

有一种花,在秋冬极易枯死,可一旦熬过严寒,就能在早春第一线阳光里,开出美丽的花。

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## [PDF] 花之半秋寒上部



<http://new.beebok.info/br-1464974391/花之半秋寒上部.html>

有一种花,在秋冬极易枯死,可一旦熬过严寒,就能在早春第一线阳光里,开出美丽的花。

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## [PDF] A guerra dos tronos



<http://new.beebok.info/br-1456035645/a-guerra-dos-tronos.html>

A guerra dos tronos é o primeiro livro da série best-seller internacional As Crônicas de Gelo e Fogo, que deu origem à adaptação de sucesso da HBO, Game of Thrones . O verão pode durar décadas. O inverno, toda uma vida. E a guerra dos tronos...

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## [PDF] O milagre da manhã



<http://new.beebok.info/br-1155673257/o-milagre-da-manha.html>

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...

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## [PDF] Why Not

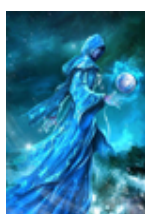


<http://new.beebok.info/br-1463062504/why-not.html>

O Brasil assistiu nos últimos anos ao rápido crescimento da JBS, que, nas mãos dos irmãos Wesley e Joesley Batista, saiu da condição de pequena empresa familiar para transformar-se em gigante mundial. Já no auge do sucesso, Joesley trocou seu...

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## [PDF] 公子有毒



<http://new.beebok.info/br-1464995651/公子有毒.html>

黑色的斗笠盖在男人的头上,同样死沉沉的黑色纱巾让他的容颜完全看不清,只有那双如夏日天空中最为夺目耀眼星子般的眼睛,透过纱幕,光芒流动,分外动人。