

## POWER OF A POSITIVE NO



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A Positive No in short is a Yes No Yes. The first Yes expresses your needs and values, the No asserts your power, and the second Yes furthers your relationship. The key is respect for yourself and for the other person. The Positive No represents a marriage of the two most fundamental words in language: Yes and No.

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### **Power of a Positive No The How to Say No and Still Get to**

OVERVIEW: 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.

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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.

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### **The Power of a Positive No by William Ury**

About The Power of a Positive No. 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. 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.

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