

POWER OF THE POSITIVE NO



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Explain what is a positive know. A positive No will address both power and relationship to serve your own interests. The Key to positive No is respect: A positive No VS Accommodation, you give respect to yourself and what is important to you. A positive No VS Attack, you give respect to the other too as you say no to their demand or behavior.

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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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This "yes, no, yes" approach may sound simple but it is not. Ury's books have been referred to me by several law professor over the years as part of my legal training. I have found Ury's books eminently practical yet paradigm shifting. I heartily recommend the power of a Positive No as well as all the other Ury books on negotiation.

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

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