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William L. Ury co-founded Harvard s Program on Negotiation Ury is also author of the award-winning Getting Past No: Negotiating with Difficult People and

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William Ury is a mediator, writer of Getting to Yes: Negotiating Agreement He is also author of the award-winning Getting Past No: Negotiating with Difficult

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William L. Ury co-founded Harvard's He is also author of the award-winning Getting Past No: Negotiating with Difficult People Renowned negotiation expert

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