

Three Steps To Yes The Gentle Art Of Getting Your Way

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The Gene Bedell demonstrates the difference between having just good ideas and having your good ideas put into action. His three-step plan shows you how to: * Fulfill your personal needs as well as others ' * Be credible and trustworthy * Communicate persuasively [Three Steps to Yes](#) isn ' t a book of selling tricks. It ' s a model for persuading your coworkers or your customers to do what you need them to do.

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[Three Steps to Yes](#) isn't a book of selling tricks. It's a model for persuading your coworkers or your customers to do what you need them to do. Gene Bedell gives you a simple, ethical, and effective approach to getting your way and achieving your potential. You'll learn to win people's hearts as well as their minds.

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[Three Steps to Yes](#) teaches you how to get your way without becoming a high-pressure salesman, without compromising your principles, and without hurting your personal relationships. Gene Bedell demonstrates the difference between having just good ideas and having your good ideas put into action.

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~~[3 Steps to Yes - San Antonio Public Library - OverDrive](#)~~

Although this book is about 10 years old, it still has some great value. I forget who &/or where I got the idea to read it but nonetheless it is a good read, albeit long. [3 Steps to Yes](#) is ...

~~[3 Steps To Yes: The Gentle Art of Getting Your Way Book Review](#)~~

The steps are: feel, felt, found, and here they are. Feel. Since relationships are integral to business success, it's not surprising that the first step involves acknowledging the other person's feelings. Tom said that one way to do this is simply to tell the person that you can relate to how they feel.

~~[3 Steps To "Yes!" - Indie Business Network](#)~~

2) Keep the Yes. Take the first half of the Yes-But, all the stuff after Yes and before But, and put a period at the end of it. Just stay with that for a minute. Repeat it as a final sentence. Then elaborate on it. Tell yourself more about the Yes. Check in with how that makes you feel. 3) Take action on the But. Now we face the negative part.

~~[3 Steps to Cure the "Yes, but..." Habit - Explore What's Next](#)~~

In their revolutionary book [Getting to Yes: Negotiating Agreement Without Giving In](#) (Penguin, 3rd edition, 2011), Roger Fisher, William Ury, and Bruce Patton introduced the world to the possibilities of mutual-gains negotiation, or integrative negotiation. The authors of [Getting to Yes](#) explained that negotiators don ' t have to choose between either waging a strictly competitive, win-lose ...

~~[Six Guidelines for " Getting to Yes " - PON - Program on](#) ...~~

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~~[Three Steps to Yes eBook by Gene Bedell - 9780609504109](#) ...~~

[Three Steps to Yes: The Gentle Art of Getting Your Way](#) Gene Bedell, Author Crown Publishers \$23 (256p) ISBN 978-0-609-60698-8 More By and About This Author Whether parents are talking with their...

~~[Nonfiction Book Review: Three Steps to Yes: The Gentle Art](#) ...~~

Gene Bedell is the author of [Three Steps to Yes](#) (3.64 avg rating, 80 ratings, 7 reviews, published 2000) and [The Millionaire in the Mirror](#) (3.92 avg rati...

~~[Gene Bedell \(Author of Three Steps to Yes\)](#)~~

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~~[YES — 3 Step Stamina](#)~~

"Three Steps to Yes shows you how to sell your ideas or yourself . . . a clear guide for instilling trust and respect." —BookPage Everybody has to sell something sometimes. Whether you're a manager or an employee, getting your message across requires selling yourself and your ideas in a way th...

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[Three Steps to Yes](#) teaches you how to get your way without becoming a high-pressure salesman, without compromising your principles, and without hurting your personal relationships. Gene Bedell demonstrates the difference between having just good ideas and having your good ideas put into action.

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With these 3 steps, you can make sure that every yes is what's best for everyone. It's not easy to learn how to say no, but it is necessary. With these 3 steps, you can make sure that every yes is what's best for everyone. Click here to get 40 FREE printable scripture coloring pages!!!