

WILLIAM URY: THE WALK FROM "NO" TO "YES"

William Ury, author of "Getting to Yes," offers an elegant, simple (but not easy) way to create agreement in even the most difficult situations -- from family conflict to, perhaps, the Middle East. (Filmed at TEDxMidWest.)

William Ury is a mediator, writer and speaker, working with conflicts ranging from family feuds to boardroom battles to ethnic wars. He's the author of "Getting to Yes."

① Before watching the first part of the talk, work out the following words:

- to resemble some situation =
- to look at the situation through fresh eyes =
- the better part of three decades > how much? =
- reconciliation =
- cooling-off period > when? =
- a tribe > where? =
- for the sake of the community =

Now watch the first part of the talk and answer the following questions:

- In which way does the story the speaker tells at the beginning resemble negotiations?
- What is the secret of peace and how did the speaker arrive at this conclusion?
- What is the concept of the 'third side' and why is it important?

② Before watching the second part of the talk, match the following words with the definitions:

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| 1. a facilitator | a) killing and violence |
| 2. to speak <u>candidly</u> | b) to get to the bottom of an issue |
| 3. <u>bloodshed</u> in Chechnya | c) someone who helps a person or organization do something more easily or find the answer to a problem, by discussing things and suggesting ways of doing things |
| 4. to get at the root of the problem | d) to have a personal interest in something |
| 5. to have a personal stake in something | e) honestly, frankly |

Now watch the second part of the talk and mark the following statements true or false:

- A. In the negotiations between the leaders of Russia and Chechnya the speaker made a serious blunder, having got involved into a personal argument about Puerto Rico.
- B. Americans worry about the conflict in the Middle East because they are personally involved in it.
- C. The origin story of the Middle East is the story of violence and cruelty.
- D. The speaker considers walking to be a remedy against intolerance and disrespect.

③ Before watching the third part of the talk, work out the following words:

to retrace the steps of someone =

a perfect stranger =

hostility vs. hospitality =

a mosque =

desperately poor =

to change the game =

"When spider webs unite, they can halt even the lion."



Now watch the third part of the talk and answer the following questions:

- Which idea came to the speaker? Was it a success?
- Did the Abraham Path project change anything? What exactly?
- What is your opinion about the idea of such a 'walk'?
- Can 'taking the third side' help resolve the conflicts?

http://www.ted.com/talks/william_ury.html