Negotiating: Your Nine Tips To Success!

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Tips

• build a trusting relationship

• maintain your walk away power

• listen carefully and ask good questions

• encourage other to make first offer

• never accept the first offer

• ask for more

• consider carefully every offer

• determine your goals in advance

• be creative: know in advance what your primary goal is
Frequent Mistakes

- making assumptions
- not getting the important information
- being afraid of not getting the results/engagement
- talking too much
- too little confidence
- too much confidence
- giving in too soon
- being taken aback by the other person’s actions

Tactics

- visible reaction
- trade off
- vice: a way to encourage additional value to you
- higher authority
- nibble: after you’ve reached agreement

References

Women's Guide to Successful Negotiating, Lee Miller and Jessica Miller
Difficult Conversations, Doug Stone and Sheila Ing
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