

NEGOTIATING - TYING THE KNOT

“EVERYTHING IS NEGOTIABLE. WHETHER OR NOT THE NEGOTIATION IS EASY IS ANOTHER THING.”

Carrie Fisher



THE GROUNDWORK

- When you're negotiating, don't assume, ask.
- If you have a bottom line conflict, then look for variables.
- Avoid emotional negotiations – stay neutral, stick to the facts.
- Finally, before you make a proposal – get the whole list.

SEE-SAWS AND TRADE-OFFS

- When you start your negotiation, pitch high.
- Don't give anything away without gaining something in return – in other words, trade, don't concede.



WHEN THINGS GO WRONG

- As negotiations come to fruition, avoid threats and ultimatums.
- Instead, ask 'what if' questions to find alternatives.
- You're not looking to win, you're looking for a fair deal for both sides

