

KEY NEGOTIATION SKILLS

Describe what you dislike, tolerate, or enjoy about negotiating conversations:

POSITIONAL BARGAINING

_____ : Winners and Losers

Elevates emotion, _____ and _____

_____ an ongoing relationship

3 NEGOTIATING TACTICS

PEOPLE: _____ people from the _____

INTERESTS: Focus on interests not _____

OPTIONS: _____ options

NAILING NEGOTIATION

1. *Find Common Ground and Incorporate it*
2. *Get a Slice of Their Perspective*
3. *Give Space Before Deciding*
4. *Know Your Interests, Position, and Back Up*

KEY NEGOTIATION SKILLS

My number one takeaway today is...

ACTION STEPS

List a few of your blockers to negotiation:

What's one thing you can do the next time one of these blocks arises?

Notes