



Negotiation skills

Get **better** deals for self

Make relationships **healthier**

Handle conflicts more **easily**

Become **better** salesperson

Is negotiation possible everywhere?

No

There are times when WIN-LOOSE is the only option to take *(not recommended for long term)*

But one must try to make it WIN-WIN as much as possible *(long term approach)*



how to negotiate

9 Vital Skills

1



keep your options open

2



set your objectives

3



research your opponent

4



aim reasonably high

5



listen carefully

6



maintain composure, smile

7



keep the core

8



keep the goodies for later

9



be willing to walk away

Always remember: the focus is WIN-WIN

In summary

Walk-in as opponents, but walk-out as partners

Its neither a war, nor a compromise

If you know the game, you can make both teams win!

Further reading

Books:

Getting to Yes, by Roger Fisher

Don't say yes when you want to say no, by Herbert Phd Fensterheim