Trips and Tips for Negotiation Self-Defense: Forewarned is Forearmed

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Negotiation Skills Importance

Negotiation is a science, adaptable to each person who need to make sales or contracting. It is essential to having skills to success in bargaining and get a win-win relationship.

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Current Skills
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Preparing:
Preparing the Negotiation, main points, bargain limits.

Exchanging Information:
Get essential data to negotiate

Questioning:
Understand others need and expectation

Linking:
Adapt information and make new proposals
Skills to Work On

- Responding
- Imposing conditions
- Bargaining
- Creating New Variables

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Responding

- Respond exactly and clearly
- Fast & credible response

- Gain trust in preparing speech front of a mirror

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Action Plan

- Try different cause/effect proposal
- Try different cause/effect themes
- Try to be peaceful with stress
- Observe how people respond
- Analyze people's reaction to responding

3 months
Imposing Conditions
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- Try to Make less Concession
- Be confident in what Respond
  - Keep the power

Action Plan

- Being influential
  - Gain the negotiation by imposing policies and regulations
- Prepare more proposal
  - Voice tones and facial expression training
  - Try to be reactive
  - Analyze reaction
  - Use more argumentation elements

4 months
Bargaining

- Learn how fulfill our and others needs
  - Use specific transitions
  - Use specific language

- Get a win-win relationship
- Obtain settled goals

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Action Plan

- Work on argumentation elements
- Try different communication bargaining
  - Try different voice tones
- Plan more carefully the bargain
  - Observe how people respond
  - Analyze people reaction to responding

4 months
Creating New Variables

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- Create and Think new solutions
- Proposing, bargain, negotiate
  - Be confident and trust

- Accomplish the bargain
- Create relationship
- Fulfill goals

Action Plan
- Think out the box
- Create possible values
- Have a perfect company's knowledge
- Communications skills in proposing
- Engage supervisors in the negotiation variable
- Improve proposal skills
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