

Negotiating

to...



WHAT IS NEGOTIATION?

We All Negotiate Something Every Day1

NEGOTIATION: CORE LEADERSHIP SKILL

Leaders Encounter Many Situations That Require Effective Negotiation Skills1

TACTIC 1: KNOW WHAT 'YOU' - 'THEY' WANT

Invest Time to Understand Issues, Priorities, Set Goals, B.A.T.N.A. & Z.O.P.A.2

TACTIC 2: IDENTIFY OTHERS NEGOTIATION STYLE

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- *Your Personal Style*