
What is Negotiation?

Definition negotiate –

to confer with another with a view to compromise or agreement; to arrange or bring about a desired object; to clear, get over, dispose of an obstacle or difficulty

Oxford English Dictionary

Negotiation is the mutual act of coordinating areas of interest.

Negotiation is

Finding a way for all parties to gain something they value from the resolution of a position of conflict.

You *negotiate* when you want to resolve something and both parties have something to gain from the interaction and exchange. You *influence* when you have more to gain than the other party

Finding a way that enables both parties to work together in the future

Dictating, that is telling someone to do something, only works for a short time or when there is an extreme emergency. If you want a long term relationship you need to negotiate.

Generally used in circumstances where each party has a similar power level

If you have the power then you don't negotiate, you dictate !

What is Influencing?

Where one party has power over another party

A child can influence its parents to buy it an ice cream but it has little power to negotiate. When a child throws a tantrum it is 'negotiating' with its emotions !

Where one party may have nothing to gain from the agreed action

Buying an ice-cream for a child has little impact on the parent, the person who gains the most pleasure is the child. In fact the parent 'loses' the money of the ice-cream. If one party loses and the other gains it is not negotiating that you are practising, but influencing.

Sometime where only one party makes the final decision

However much they scream, a child does not make the final decision, the parent does. In negotiating both parties make a decision, and stick to it.

Negotiation Skills Workbook

Terry C. Jones



Negotiation Skills Workbook:

Negotiation Skills Workbook Christine Day,2009-07 **Business Negotiation** Paul Steele,Tom Beasor,1999 Starting by demonstrating the importance negotiation plays in both commercial and interpersonal relationships Business Negotiation then takes the reader through 20 developmental steps which cover objective setting and planning the first phases of negotiation managing movement and completing the deal Each step features a knowledge and skill building exercise tips and techniques including example scripts negotiation tactics practical exercises dilemmas and suggested solutions key points

The Negotiation Workbook Jacqueline Twillie,2020-05-25 Don't Leave Money on The Table workbook is the companion to the best selling book Don't Leave Money on The Table Negotiation Strategies for Women Leaders in Male Dominated Industries Inside the workbook are the 5 proven steps to develop a winning negotiation strategy LATTE The LATTE framework was created by Jacqueline Twillie after successfully coaching women to negotiate over 500K in salary and benefits packages This proven strategy lays the easy to use formula out for any women who is about to enter a negotiation The five steps in the LATTE method are Look at the detailsAnticipate the challengesThink about the walk away pointTalk it throughEvaluate optionsThis negotiation workbook is a guide that provides concepts to establish best practices in achieving success in negotiations no matter how big or small Who will benefit from this collection of strategies Women who work in traditionally male dominated industries As well as negotiators sales organizations and sales professionals business owners job seekers and anyone involved in negotiating and dealmaking Buy this guide study it and keep it with you There are many compelling techniques that you'll never remember them all Once you become familiar with Twillie's easy to understand negotiation strategies you'll never negotiate without this workbook again *From Analysis to Evaluation* Jane

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Negotiating Training Skills - Workbook, 9th, 10th, 11th June 2003 Leslie Owen, **Interviewing** Joseph P. Zima,1991

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