



Building Negotiation Skills for the Workplace

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And to be clear...

Negotiation is any situation
in which you are seeking a
YES

**The art of exploring
what could be
possible**

The spreadsheet will only
take you so far...

We don't always make
decisions from a position
of fact or logic

The Avoider

The Giver

The Fighter

A word about

WOMEN

DISCOVER

Establish

Ask

Lead

Seal

Who are they?

What do they want?

Why do they want it?

Go beyond the obvious

Discover

ESTABLISH

Ask

Lead

Seal

Priorities

Breakpoints

Opening positions

Legitimacy

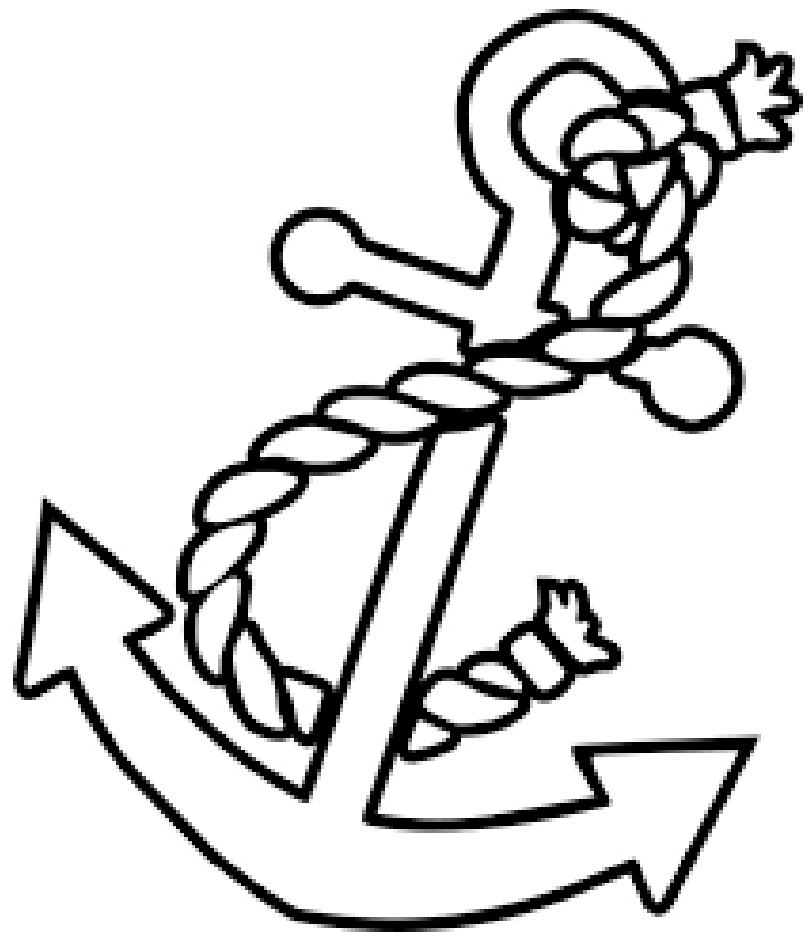
Discover

Establish

ASK


Lead

Seal

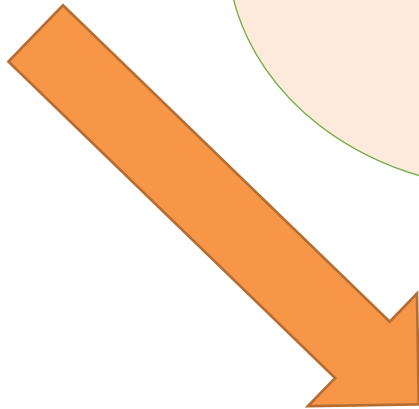




£60,000



£50,000



£55,000



£46,000

Anchoring applies to anything...

Deadlines

Resources

Budgets

Performance

Pay

Discover

Establish

Ask

LEAD

Seal

Watch your language...

Say what you CAN do

Discover

Establish

Ask

Lead

SEAL

Be cautious of the YES
that comes too easily...

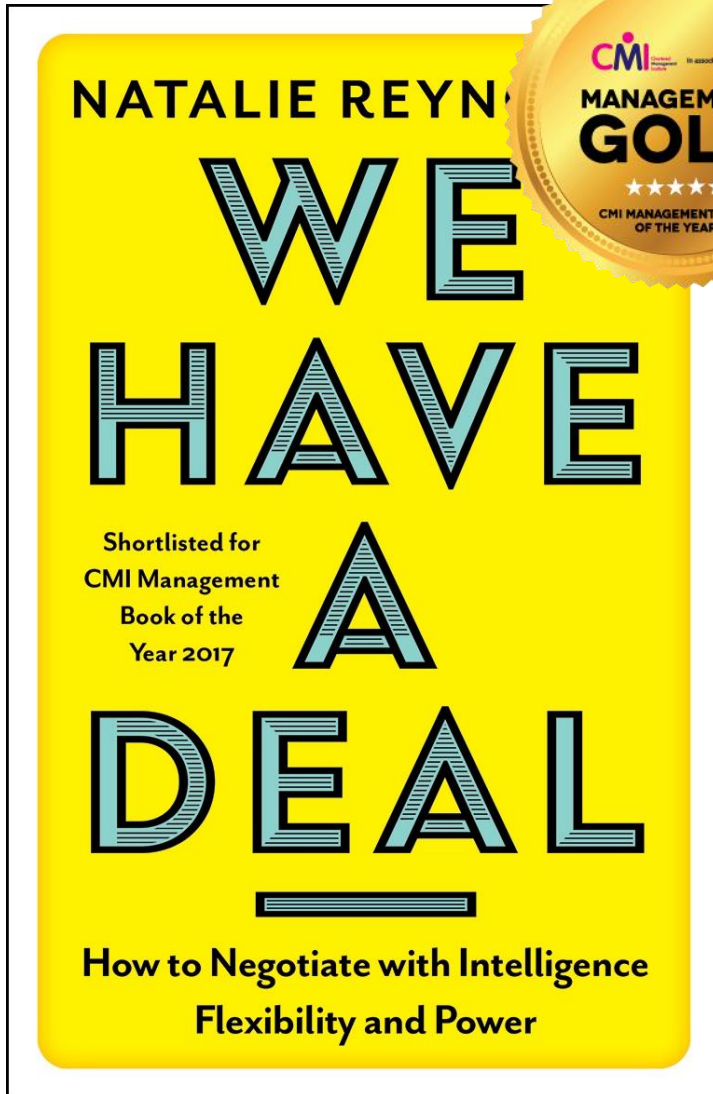
...how you respond to

a NO defines you as a

Negotiator

WHEN LIFE SHUTS A DOOR...

Open it again.
It's a door.
That's how they work



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