

A QUICK GUIDE TO NEGOTIATION

See Comment for further explanations

By u/agrey8

Interests

- Your Wants, Needs, Concerns, and Fear.
- Focus on interests, not positions.
- Key Interests: Risk, respect, precedent, time, reputation, joy, vindication, relationship, closure, and saving face.

Reservation Value

- Set initial RV in advance and estimate theirs.
- Be open (but cautious) to adjusting your RV when appropriate.
- Don't reveal RV.

Alternatives

- Evaluate each carefully:
 - My/their alternatives if no agreement?
 - What is my/their BATNA (Best Alternative to a Negotiated Agreement)?
 - Strength of my/their BATNA?
- Consider ways to strengthen your BATNA and weaken theirs.

Options

- Invent before deciding.
- Seek mutual gains.
- Expand the Pie before dividing it.
- Craft ideas before negotiating.

Standards

- Cite standards to bolster your position.
- Challenge and anticipate their standards.

Guide To Negotiation

SB Merriam



Guide To Negotiation:

Whispering the Secrets of Language: An Mental Journey through **Guide To Negotiation**

In a digitally-driven world where monitors reign great and instant connection drowns out the subtleties of language, the profound techniques and mental subtleties concealed within words frequently get unheard. However, situated within the pages of **Guide To Negotiation** a fascinating literary value pulsing with raw emotions, lies an exceptional quest waiting to be undertaken. Composed by a talented wordsmith, this wonderful opus invites viewers on an introspective journey, softly unraveling the veiled truths and profound influence resonating within the very cloth of each word. Within the mental depths of the emotional review, we will embark upon a honest exploration of the book is primary styles, dissect its captivating publishing design, and yield to the strong resonance it evokes serious within the recesses of readers hearts.

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