

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

Yi-Tong Ma



Guide To Negotiation:

Unveiling the Energy of Verbal Artistry: An Psychological Sojourn through **Guide To Negotiation**

In a global inundated with displays and the cacophony of immediate conversation, the profound power and mental resonance of verbal beauty frequently diminish into obscurity, eclipsed by the regular barrage of noise and distractions. Yet, nestled within the musical pages of **Guide To Negotiation**, a charming work of fictional brilliance that impulses with fresh emotions, lies an memorable trip waiting to be embarked upon. Composed by way of a virtuoso wordsmith, this interesting opus guides visitors on an emotional odyssey, softly revealing the latent potential and profound impact embedded within the intricate web of language. Within the heart-wrenching expanse of this evocative evaluation, we will embark upon an introspective exploration of the book is key subjects, dissect its charming publishing fashion, and immerse ourselves in the indelible effect it leaves upon the depths of readers souls.

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