

NEGOTIATION

Whether you are confrontational or not, there will come times when you have to negotiate. It's just going to happen. Whether it's negotiating a purchase price, a pay raise, or anything else, having a few negotiation skills are essential to being skilled.

FLIP OVER FOR YOUR NEXT CHALLENGE



EARN THIS NUGGET

1. Negotiate a meal plan with your parents including content, who will buy ingredients, who will cook, who will clean up.
2. Find a friend of the family and negotiate for some odd job work, include work type, compensation, timing, quality.

1. Go into the negotiation mentally prepared. Know what your minimum requirement is and have a plan for walking away, if need be.
2. Know the market value of what you have or what your skills are worth.
3. Empathize with the other individual. Understanding what they would like to get out of the deal will help you negotiate a win-win outcome.
4. Don't feel pressured to make an on the spot decision. This is a tactic used by sales people all the time. Rarely will you make a good on-the-spot decision. If you are being forced to, you probably need to walk away.
5. Start the negotiation asking for more than you want. The chances are you will be knocked down. So anticipate that by starting high. The bottom line is you can always come down, but you can't easily go up from your initial proposal.
6. Shop around, do your homework, and have evidence with you.
7. Use silence. Instead of immediately giving an answer, let it get uncomfortable. Silence can be your strongest voice.
8. Don't give away without gaining something back. So don't simply give in. Instead say, "Okay, I'll give you X, but I'll need you to add Y to the deal."

