

What Do You Need To Negotiate Better?

PROFESSIONAL NEGOTIATION AUDIT

Strategy

- Have you created a negotiation strategy?
- Zero sum, partnership or SMARTnership?
- Are you willing to share costs and values?
- Do you know your counterpart's strategy?
- Does your organization have a negotiating strategy?

Preparation

- Have you prepared a list of negotiation variables?
- Have you created an agenda?
- Have you named a team?
- Have you defined team member roles?
- Do you know your target, starting point and pain threshold?

Negotiation Process

- Do you rarely use argumentation?
- Do you typically initiate by asking open questions?
- Are you focused on generating Trust?
- Do you focus on creating a positive relationship?
- Are you willing to take on a cost, if it benefits your counterpart?

Variables

- Do you typically have more than 40 variables?
- Do you know all variables' costs and values?
- Do you typically know your counterpart's variables?
- Do you usually use visual aids?
- Do you keep price and legal issues low on the agenda?

Value creation

- Are you focused on generating NegoEconomics?
- Have you and your counterpart agreed on how to share?
- Do you typically find asymmetric values?
- Are you careful not to give anything away for free?
- Are your negotiating skills 7 or higher on a 1-10 scale?

NOTES:



If you checked fewer than 21, it's time for expert consultation

If you're unfamiliar with "SMARTnership" or "NegoEconomics," Google them!