

PERSIST... EVEN IF IT IS HARD!

BATNA

BEST ALTERNATIVE TO A NEGOTIATED AGREEMENT

STATUS QVO
current situation
OTHER OPTIONS
(BACK-UP PLAN)

TO KNOW WHAT IS IMPORTANT TO BOTH SIDES



ASK QUESTIONS TO HAVE A BETTER SENSE!

"IT IS NEGOTIABLE... YOU TAKE IT OR LEAVE IT!"



A 3000\$ NEGOTIATION OVER 37 YEARS MEANS ABOUT

165,344\$



KNOW YOUR LOWER & UPPER EXPECTATIONS

RESEARCH

ASK WITH RAAR



REACTION

SOFT SKILLS

BARGAINING POWER

REPUTATION

EMPLOYMENT VOLUNTEER EXPERIENCE

CONNECTIONS

APPEARANCE

ASK QUESTIONS



IF EVERYONE IS NEGOTIATING & YOU ARE NOT... WHAT ARE THEY GOING TO THINK ABOUT YOU?

UNIQUE TALENTS

EDUCATION TRAINING



Talk by:
Niem Huynh, PhD, PPCC, FRCGS

REFRAMING Negotiation:

A POSITIVE APPROACH TO GETTING WHAT YOU WANT!

"THE INSIDE PROBLEM"



THE SOLUTION MIGHT BE OUTSIDE OF THE BOX

TALK TO PEOPLE TO GET INFORMATION...

BE MINDFUL ABOUT BODY LANGUAGE!

USE ASSERTIVE LANGUAGE!

FAMILY DIVISION OF LABOUR... ASK! ASK!

I KNOW MY VALUE! NEGOTIATING IS ABOUT SETTING MY PRESENT & FUTURE VALUE.

TAKE THE EMOTIONS OUT OF NEGOTIATION...

PRACTICE!

RECORD YOURSELF

VOICE

FACE (NICE, RELAX SMILE)

PEOPLE ARE WILLING TO HELP

BODY (OPEN CHEST)

YOU HAVE TO ASK!!!

POWER POSE!

A No -> OPPORTUNITY TO NEGOTIATE!

1. ASK FOR SOMETHING YOU WILL GET!

2. ASK FOR SOMETHING YOU MIGHT GET

3. ASK FOR SOMETHING YOU WANT!

START BY WHAT YOU ARE WILLING TO DO!

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