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Negotiation should be designed to set up not only your next move but your subsequent moves down the process. Always have the endgame in mind as your plan your strategy. All offers leading up to the final number are important: they will set the stage for final handshake. Conclusion. Take these strategies and plan your negotiations carefully.

Negotiation 101: The 6 Basic Principles of Negotiation ...

Are you about to go into a negotiation? Whether it's discussing an employment package with a new employer or closing a deal with an existing supplier you'll want to read these 5 steps to planning the best negotiation for you. Step 1: Work Out What You Want First, you need to work out what it is that you are actually after. What does the best possible outcome look like for you?

Effective Steps in Planning a Negotiation

Planning your negotiation strategy should always come before selecting negotiating tactics. Your negotiation strategy serves as the foundation for the approach and techniques that you use to achieve your goals. According to Dr. Chester L. Karrass, there are nine key building blocks of negotiation strategy: Power sources and limits

Planning your negotiation strategy. - Karrass

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Step Three: BATNAs and Best First Offers. Since not all negotiations are successful, you should be ready to walk away from the table. You already know what you need from the negotiation, and have a bottom line, but you should be prepared with a Best Alternative to a Negotiated Agreement, or a "BATNA".There are four steps in formulating a BATNA:

How to Prepare for a Negotiation | Negotiation Preparation ...

A classic piece of negotiation advice is to carefully evaluate (and seek to improve) your BATNA. The problem is, in most high-stakes negotiations, there's really no viable alternative to some ...

What's Your Negotiation Strategy? - Harvard Business Review

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I call this negotiation consciousness. Negotiation consciousness is what makes the difference between negotiators and everybody else on the planet. Being assertive means asking for what you want and refusing to take NO for an answer. Practice expressing your feelings without anxiety or anger. Let people know what you want in a non-threatening way.