

HIGH STAKES NEGOTIATIONS



IT'S NOT ABOUT YOU

NEGOTIATION?

HOW DO I GET
THE MOST
WHILE GIVING
UP THE LEAST?



HOW DO WE
PROSPER?



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NEGOTIATING VS BARGAINING

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EMPATHY



The ability to **recognize** the perspective of a counterpart (sometimes indicated by affective cues) & the **vocalization** of that recognition

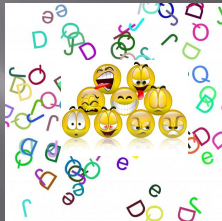
THE TWO FUNCTIONS OF EMPATHY

1. Relationship Building
 - Maintenance
2. Disarming
 - Proactive
 - Diffuse



EMOTIONAL WORDS IN NEGOTIATION

1. Leverage
2. Value
3. Fairness
4. Price



Only if you want to know more...

“The Edge”

- Complimentary weekly newsletter negotiation tips and advice

text “FBIEmpathy”

To: 22828

(all one word)