# Negotiate Effectively

South Bank
WORKS

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Enterprising Futures on LISBU



#### Negotiate Effectively

Know how to make the most of all situations...

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# Solving a Problem together

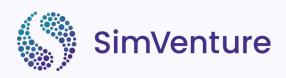




# Why we get negotiation wrong...

- 1. We don't prepare
- 2. We don't listen
- 3. We don't clarify
- 4. We think short-term





## 3-Phase - Prepare for any negotiation

- 1. What do you want ideally?
- 2. What would you like?
- 3. What must you have?





#### Prepare to Move

 What can you give that is great value to the other side but low cost to you?





## Don't get emotional

Boil over and you lose!

Stay rational throughout





## Listen to Devon Smiley

**FREE Resource** 

**Listen to an Expert Negotiation Trainer** 

**Startup Survival Podcast Episode - 2:13** 



#### That's all folks...

Have a great weekend...

Thank you