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It is critical when negotiating that you ask

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relevant questions and listen. You need to focus more on the other side than yourself. Here are six basics of negotiation: 1. Be Prepared. Know about the party you will be negotiating with; Take advantage of your strengths and of their weaknesses

Negotiation 101: The 6 Basic Principles of Negotiation

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Take a moment to brainstorm all possible alternatives to the negotiations. Out of all the ideas generated, choose a few to develop into concrete plans. Then assess which out of the developed

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plans is the best for your situation and select your best alternative. The more attractive the alternative, the more power you will have during the negotiations.

Negotiation 101 for dummies:
5 ways to negotiate like a pro

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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; Product
and market strategy; both-
win negotiation strategy;
Short- and long-term
relationships

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Planning your negotiation strategy. - Karrass
Negotiating 101: From Planning Your Strategy to Finding a Common Ground, an Essential Guide to the Art of Negotiating. Author: Peter Sander. Series: Adams 101. Narrator: Fred Sanders. Unabridged: 6 hr 28 min
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