

Negotiate Like a Pro

1. **Do not respond to a proposal with a counterproposal.**
 - Restate, validate, clarify and probe.
2. **Invent options for mutual gain - win/win - dovetail outcomes.**
3. **Avoid attack/defence exchanges. Use “negotiation Aikido”.**
 - Treat their proposal as one option. Probe for the outcome behind it.
 - Treat your proposal the same way. If attacked, probe for the outcome behind the attack.
4. **Anchor any and every state you can use later.**
5. **Avoid “irritators” - value judgments and statements which glorify the options you favour. EG: “I can’t believe you’d make such a ridiculous offer.”**
6. **Separate intent from behaviour.**
7. **Label suggestions and questions.**
 - i. “Let me offer a suggestion.”
 - ii. “I’d like to ask a question.”
8. **Use “I” language rather than accusing.**
 - “I’m having trouble understanding this,” rather than, “You’re not making yourself clear.”
9. **State your reasons first before making a proposal.**
 - Reason
 - Explanation
 - Proposal
 - Not the reverse
10. **Anticipate Objections - handle in advance.**

If you think **THESE** are valuable, wait until you see what’s in store in your 7-Day Certified NLP Practitioner Training. This is just the beginning.. you will learn: 5 Step Sales Process, Negotiating Planning, Process, Objection Handling and more... **visit www.nlpschool.com.au and use the Contact Us form for more information.**

