Business Negotiation Hacks



Ask for advice

- [ ] Values the client/partner
- [ ] Provides clarity
- [ ] Provides opportunity for new tactics

Agreement anchors

- [ ] Make changes on the spot
- [ ] Be first to ask
- [ ] Have a draft agreement

Manage anxiety

- [ ] Channel anxiety into excitement
- [ ] Re-evaluate potential stressors
- [ ] Understand the other party

Use Silence

- [ ] Silences are not awkward

- [ ] Let the other party think
- [ ] Presents confidence

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