

# 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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