



LYNN PRICE
CONSULTING, LLC

● Negotiate It! ●

WHY NEGOTIATE?

1

To get what you want
and need

2

To get the most out of a
situation

3

Covid-19

COMMON NEGOTIATION EXCUSES

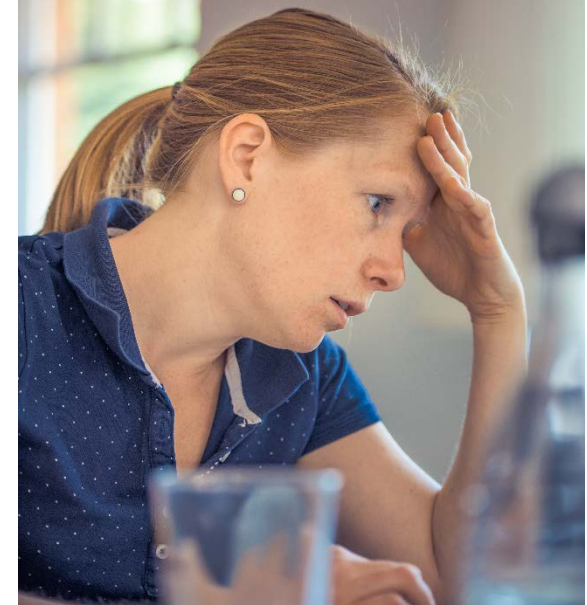


FEAR

IMPOSTER SYNDROME



**PROCRASTINATION AND
DENIAL**





THREE COMMON FALLACIES RELATED TO NEGOTIATION

- I don't have any leverage.
- They don't negotiate.
- It's rude to ask, I don't want to make anyone mad.
I don't like conflict.

THE FORMULA OF THE 3 R'S

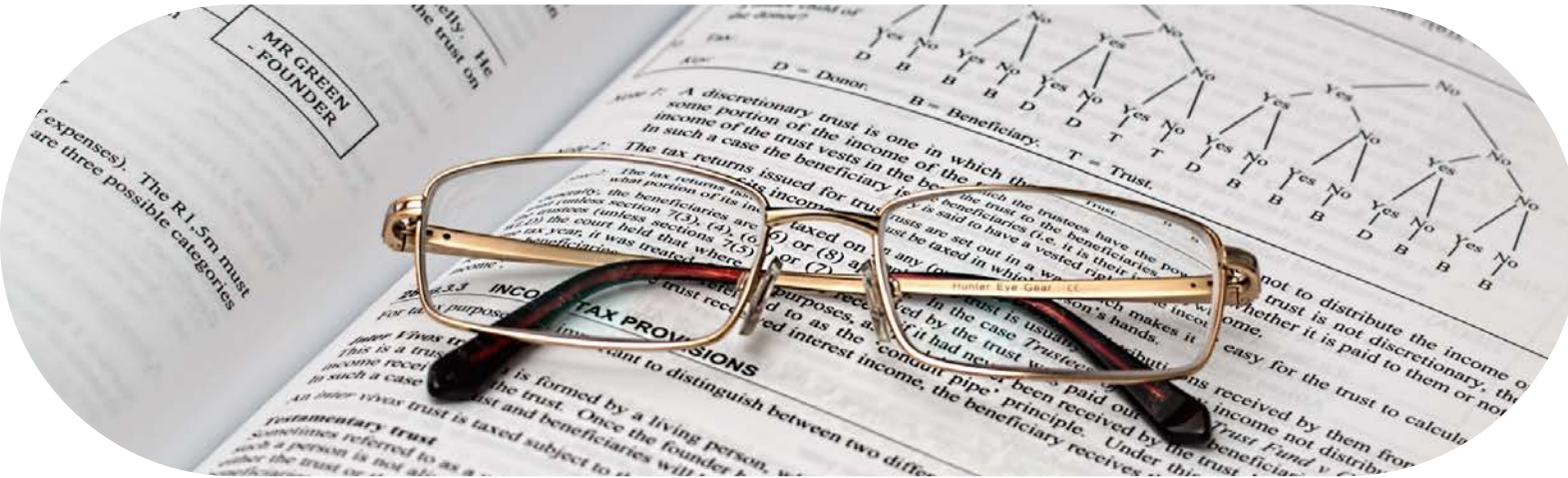


BE Ready

BE Relatable

BE Reasonable

BE READY



- Preparation phase
- Determine exactly what you want
- Priorities & Research

PRIORITIZATION



HAVE TO
HAVES

HELPFUL
HAVES

HOPEFUL
HAVES





RESEARCH

01

Know your subject

02

Know your counterpart

03

Know your values and company culture



EXPECT THE UNEXPECTED (AND THE EXPECTED!)

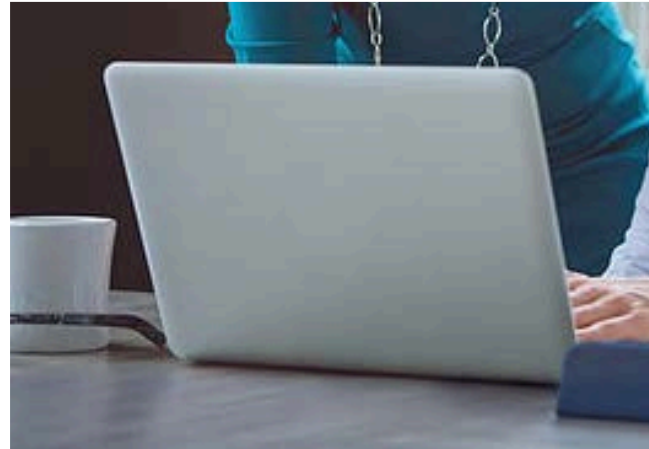
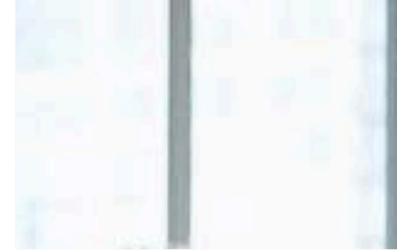
Think like your
counterpart

Make it easy for them
to say "Yes"

Practice – Say it out
LOUD!

BE RELATABLE

- Establish a rapport
 - People help people they like
 - Treat people with respect
- Not knowing is strength, not a weakness.
- Pay attention to your physical presence – yours and theirs.



BE REASONABLE

- Manage your emotions
- Don't negotiate against yourself
 - Silence and a smile
- Watch "wiggly" language
- Find solutions and get creative



SPECIAL SITUATIONS



- Confrontational negotiations
- Coping mechanism – managing conflict
- Team negotiations

POST NEGOTIATION ANALYSIS

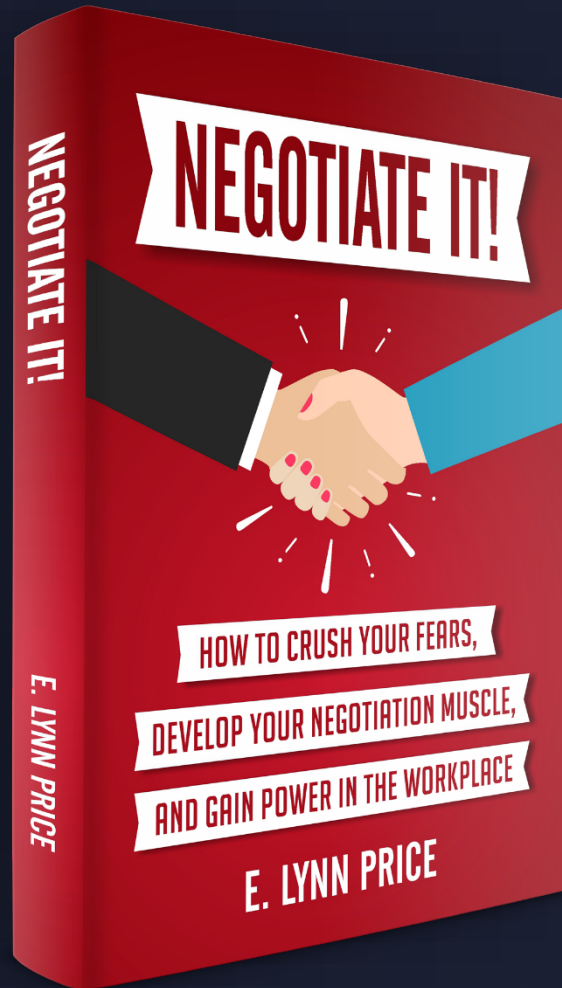
THIS IS WHERE YOU LEARN!

A woman with blonde hair, wearing a dark blazer, is speaking to an audience. Several audience members have their hands raised, indicating an interactive session. The background is slightly blurred, focusing attention on the speaker and the audience's participation.

GET TO PRACTICING!

- Venues to start “Making the Ask”
- Don’t worry about hearing “No” – Remember, “Don’t Ask Don’t Get!”





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Report back with your wins!

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