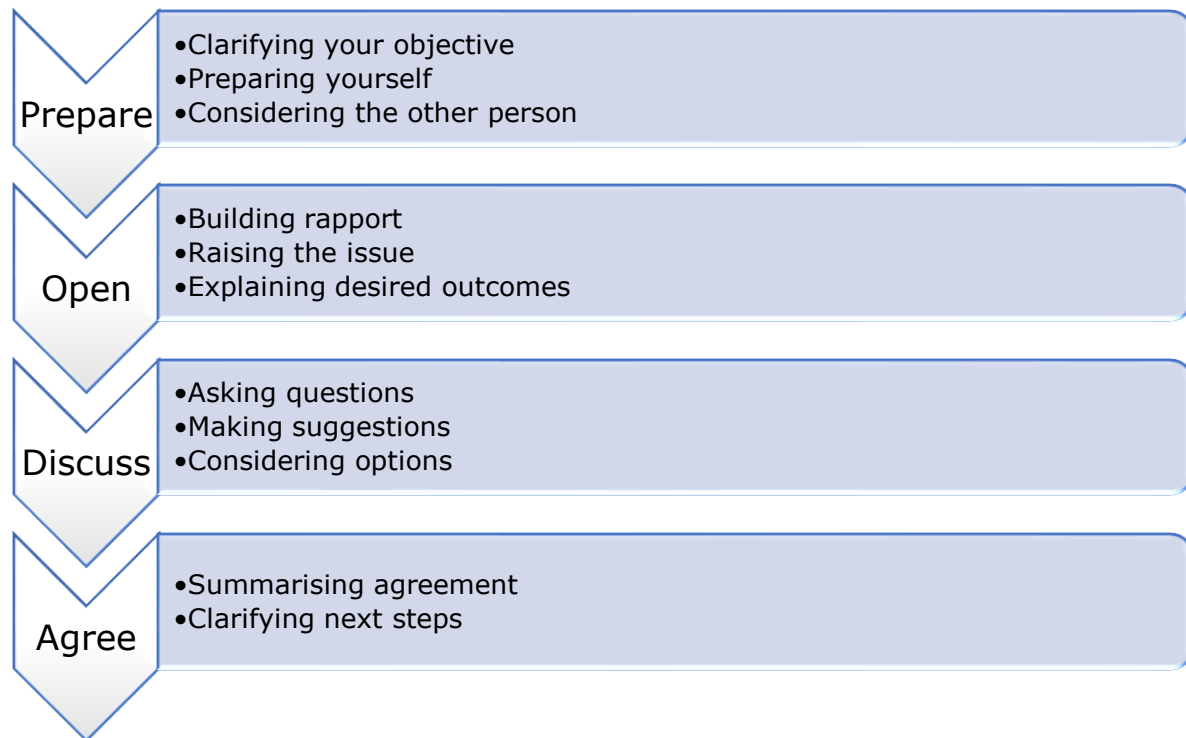


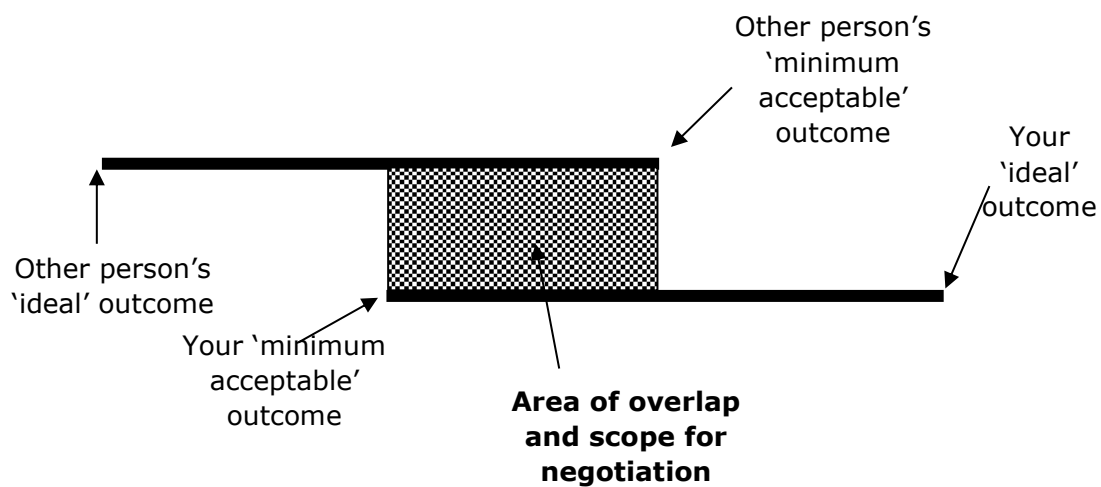


Negotiate

4 Stages of Negotiation



Positional Bargaining



Write down all of your objectives

Be clear about your opening position (your initial suggestion)

Identify which needs/issues you are willing to trade

KEY POINTS



Principled Negotiation



Negotiation Skills

