BARRIERS IN NEGOTIATION

THREATS

PROMISES

PRECEDENT BARRIER

DEADLOCK

USE OF THE TELEPHONE
COMMON NEGOTIATING MISTAKES

- Failing to negotiate when you should have
- Defining winning as “beating” the other person
- Failing to plan properly
- Making concessions without obligating the other party to give concessions in return
- Getting stuck in one’s negotiating position and losing
- Not developing strong rationales for one’s negotiating demands
- Not managing expectations properly – theirs and yours
- Seeing negotiating as a “me” versus “them” situations