

A QUICK GUIDE TO NEGOTIATION

See Comment for further explanations

By u/agrey8

Interests

- Your Wants, Needs, Concerns, and Fear.
- Focus on interests, not positions.
- Key Interests: Risk, respect, precedent, time, reputation, joy, vindication, relationship, closure, and saving face.

Reservation Value

- Set initial RV in advance and estimate theirs.
- Be open (but cautious) to adjusting your RV when appropriate.
- Don't reveal RV.

Alternatives

- Evaluate each carefully:
 - My/their alternatives if no agreement?
 - What is my/their BATNA (Best Alternative to a Negotiated Agreement)?
 - Strength of my/their BATNA?
- Consider ways to strengthen your BATNA and weaken theirs.

Options

- Invent before deciding.
- Seek mutual gains.
- Expand the Pie before dividing it.
- Craft ideas before negotiating.

Standards

- Cite standards to bolster your position.
- Challenge and anticipate their standards.

Guide To Negotiation

Lingsheng Yao



Guide To Negotiation:

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web aug 5 2021 prayer pointers 5 august 2021 praise god for blessing singapore where east is located with peace prosperity and progress in the past 56 years of nation building national day is celebrated on 9 august pray for our obedience to god s command to love him by serving the needy and loving our neighbours

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web here is an example of an eagle scout benediction prayer that can be used in court of honor ceremonies dear lord as we gather here today to celebrate the achievements of this young man who has earned the rank of eagle scout we give thanks for the opportunities and challenges that have brought him to this moment

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web let us begin our ceremony by lighting candles symbolic of the three parts of the scout oath duty to g d and country pause for a scout to light candle duty to others pause for a scout to light candle duty to self pause for a scout to light candle mc in scouting as in most activities of life there are rules

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web worshipweb invocation for an eagle scout ceremony dear god spirit of life and love creator of the mountains and the forests it is good to be gathered here on the occasion of n receiving his her their eagle scout award we are thankful for the service he she they has have given to his her their troop crew ship community and council

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web please stand for the invocation let us pray lord god we stand before you tonight in awe of your glory and in gratitude for all your blessings we thank you for bringing us together as a family of scouts gathered to celebrate the accomplishments of richard in attaining the rank of eagle scout

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