

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

Clemens Wendtner



Guide To Negotiation:

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