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living, good
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advantage will help
you identify your
negotiating style,
strengths, and
weaknesses,
identify your
trading objectives,
and teach you
useful tactics to get
the most out of
your negotiations.

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Summary "

Negotiation was once considered the only way of making money, meaning that your negotiation skills defined the amount of profit you ' ll be taking home at the end of the day. If you stand out from the group as

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influential
interactor, then
perhaps you
possess the
fundamentals of
becoming a
proficient
negotiator.

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Once each party

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has made an initial offer, avoid the trap of making another concession before your counterpart has reciprocated with one of her own. If the other party won't match your concession, it may be time for you to bow out of the negotiation and exercise your

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Comfortable with
Silence.

What is Distributive
Negotiation and
Five Proven
Strategies

Extreme demands
followed up by
small, slow
concessions.

Perhaps the most
common of all hard-

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bargaining tactics,
this one protects
dealmakers from
making concessions
too quickly.

However, it can
keep parties from
making a deal and
unnecessarily drag
out business
negotiations.

10 Hard-Bargaining
Tactics &

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Bargaining For Negotiation Skills

If you want to be a pro negotiator, identify your bargaining style.

Research shows that those who are naturally conflict-avoidant but feign aggression or those who are competitive but play too nice do not achieve the best negotiation

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outcome. To get
what you want,
don't jump
automatically to a
negotiation.

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practical advice that
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you identify your negotiating style, strengths and weaknesses, identify your bargaining goals, and teach you useful tactics for getting the most out of your negotiations." --Josh Kaufman, The Personal MBA list of "99 Best

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Appealing to norms

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helps win
negotiations. Fair,
reciprocal
relationships are
conducive to
negotiating. You
need to know what
motivates the other
side in a
negotiation.
Leverage is critical
to negotiation.

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(open high and
concede slowly) is
the best approach
to transactional
bargaining,
especially if direct

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