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Common enemy The common enemy brings the parties closer together and makes negotiations easier. Some legitimate common enemies in business relationships are loss of profit, loss of time, inability to keep good people and inability to take advantage of opportunities. Common enemies link people. In business, find common enemies that are relevant to your discussion and leverage those to create a connection point. Show how your suggestions help solve those problems. Perseverance It doesn't matter how many times the other person says, or disagrees with you, or gives you a hard time. Keep asking, focus on your goals (without making yourself the problem). Perseverance, after all, is a focused effort, over time, to meet your goals. With perseverance comes confidence: the belief that you can do it. In negotiations, perseverance is key. Continue to find ways to get more information and unlock new value leverage for both parties. Your perseverance will pay off in the long run. Emotions &t; reason People do some of the most important things in life not for money, not for the sake of reason, but for the way it makes them feel. As much as economists want us to believe that people are super reasonable actors that consider all the angles of every decision they make, they don't. Most of the things we do are because of some of the feelings we have, not because we have considered the reasonability of a particular course. More often than not, we justification our decisions after they have been made. Appreciate others People like to give things to others who listen to them, who value them, who consult with them. A key to get others to give you what you want is to take the other side seriously. Listen and appreciate the other side. It will improve your results. What's going on with the other person? How does the other one feel? How are they aware of the situation? What are the images in their heads? Thinking from someone else's point of view often turns up surprising results. Your results will improve once you start thinking from someone else's point of view. What are their needs or fears? How do they approach the situation? These are important pieces of information for any successful negotiations. Small talk You talk small. Not only because you read somewhere but it's smart to make small talk. You do it because you care about them. Because you want to try for a connection point with others. It's a life approach. Small talk helps to open up and deepen connections. Don't be on it. Trust Let's define trust. Belief is a sense of security that the other person will protect you. With some trust, another person will help you until it's too risky for them or a better chance to the end. With a lot of trust, the other party will help you even if it harms them. It is very important to understand dynamic trust. Trust can take you further than most other things. Misconceptions and communication Perhaps the biggest cause of negotiation failure, worldwide, is failure to communicate. And the single biggest cause of failure in communication is misconceptions. This means that their perceptions are more important than your proposal; that is, if you want to convince them. Most communication failures come from misconceptions. So before jumping to conclusions, do your research and try to understand the other side as best you can. Don't interrupt someone and this is why it's generally pointless to interrupt someone. When someone is interrupted, the tapes are still playing in their head. I always think about this. It's easy to interrupt someone once you understand what they're saying or have your response ready to go. But it's a terrible habit. Because once you interrupt someone, they won't listen to you. They are thinking about completing the point they want to make. Have you ever made an exception? I have used this question dozens of times. It's gold. It requires others to frankly think about how they have treated someone differently in the past, and often, they have. Once they realize this, you will most likely also become one of the exceptions. Dealing with hard bargaining standards is particularly effective with hard bargaining people. For those who are difficult, use standards. What are the company standards or standards they have stated themselves? How likely are they not to live up to those standards? It is a fundamental principle of human psychology that people hate to contradict themselves. So if you give people a choice between conforming to your standards, has spoken and promised before—and contradicts their standards, people will often try to match their standards. Knowing that people hate contradicting themselves is an important part of understanding the power of standards and why you should take advantage of them. Framed and ins increasing It is much more persuasive to let others make decisions, instead of telling them what the decision should be. You want to lead them to where you want them to go, through frames and by ins increasing. Framing and ascending are two of the hardest things for people to learn. Most people want to hurry ahead, and find it difficult to break things into smaller steps. In addition, it takes time to get the right frame: many do not have enough patience. But great frames can immediately end a negotiation in your favor. Do not underestimate the strength of the frame and are being increased. It makes all the difference. Find in order In the majority of business, money is not the most important items of importance to both parties, no matter what they say. Prices must be reasonable, but a lot more is needed. Invisible can narrow the gap between seemingly inactive positions. It's rarely just about maximizing monetary results. What cost you nothing gives me what I want, and what costs me nothing gives you what you want? Search for transactions of equal value. There are things that I have that cost me very little, but which you appreciate. Determining these levers is essential to maximizing the value of negotiations for both sides. Be dispassionate The best negotiator is dispassionate, and continue to ask for information. Emotions destroy negotiations and limit creativity. Focus is lost. Decision-making is poor. Retaliation often occurs. Your goal is not right; it's to get the results you desire. Leave your emotions and ego at the door, and you'll make fewer bad decisions. I'll keep an eye on the prize. Do not say calm The more you tell them to calm down, the more sad they get. That's because telling them to calm down degrades the legality of their emotions. And when people feel dehydrated, they become more emotional. Good negotiation requires evaluating the other party and their needs. Telling someone to calm down doesn't realize the person's views are legitimate, and more often than not, it will do more harm than good. Basic allocation error Returned to that basic allocation error term. We all think that everyone else has the same thought process, which gathers the experiences and cognitive frameworks we do. We all imagine that others think like us. We also believe that people's behavior is due to their identity instead of recognizing the specific events occurring in their lives at moment. This is a fundamental allocation error at work, and it leads us to make poor judgments about people's motivations and personalities. Cultural differences do I trust this person? Before I put my life, and the life of my family, in their hands, without belief, who are they? This is the question asked by most of the rest of the world. It is not a question that seems to be asked by most people in the United States. The United States focuses more on sanctions and contracts than on relationships. And this hinders the United States and its citizens in their negotiations with the rest of the world. In most places outside the United States, relationships have greater weight during negotiations. In the U.S., we are accustomed to purely trading business relationships, but if we take this view abroad, we will not be as effective as we can be. Compensation With compensation, it is especially important to know what the other party is thinking before asking for something specific. Know how your company makes compensation decisions and what your boss appreciates is important information before you ask for anything specific in a compensation discussion. Essential questions for all job applicants Ask how the company retains, trains, and motivates people in their careers. Ask about the company's working philosophy? The answers to these questions will give you invaluable information about the culture of the organization and whether it fits your needs. When arguing with a contextualize friend arguing, no matter how hot, with the following: Hey, we've been friends for x five-over 1,000 or 2,000 days. Do you really want to throw everything out in a bad day? This will help put things in perspective and diffuse the problem. You can also enjoy these books... Books...

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