

Planning & Preparation

Going into a negotiation, you need to know exactly what you're playing with & what your targets are. List 10 clear goals & objectives for your next negotiation.

Using the term L.I.M (Like, Intend, Must), write down what you can trade, what you expect to happen & what you have to achieve from your next negotiation.

During your negotiation, the prospect has stated they want a lower price. Write down three responses you could use that will benefit the prospects intentions, as well as your own.

Proposing

Bargaining

Reaching An Agreement

