Crushing Your Next Negotiation in Three Steps

Educational Travel Consortium

29 January 2019
Survey Says…

• What do you find most challenging when you are negotiating?
• What do you like best about negotiating?
• What do you like least about negotiating?
• What do you consider the purpose of most of the negotiations in which you engage?
• What behavior have you engaged in or has someone with whom you negotiated engaged in that you considered particularly effective?
• What did you do to enable you to succeed in achieving one or more of your goals for the negotiation?
Negotiation as a Problem-Solving Process

- Opportunity
- Phases
- Focus
Negotiation Readiness Index

By Failing to prepare, you are preparing to fail.

Benjamin Franklin
Negotiation Readiness – The 3 “R’s”

• Research
• Rehearse
• Review

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Negotiation Readiness – The 3 “R’s”

**RESEARCH** – Answer for *both* yourself and the other side

- Interests
- Options
- Standards

- Back Table
- People
- BATNA
Negotiation Readiness – The 3 “R’s”

RESEARCH

Use the Checklist to prepare
Negotiation Readiness – The 3 “R’s”

REHEARSE

• Visualize
• Plan for the Worst Case
• List or Agenda
• Role Play
Negotiation Readiness – The 3 “R’s”

REHEARSE

• Create your List
• Prepare your questions
• Visualize
• Role Play if time permits

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Negotiation – Practicing the 3 “R’s”

When I tell you, negotiate

Until I tell you to stop
Negotiation Readiness – The 3 “R’s”

REVIEW

• Accomplished and Open Issues
• Lessons learned
• Questions
• Relationship status
Negotiation – Practicing the 3 “R’s”

Review negotiation
Review and Next Steps
Negotiation – Review and Next Steps

You can tell whether a man is clever by his answers. You can tell whether a man is wise by his questions.

Naguib Mahfouz
(writer, Nobel laureate)
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