

## Negotiating For Success Essential Strategies And Skills

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•Negotiate successfully from a position of weakness •Defuse threats, ultimatums, lies, and other hardball tactics •Overcome resistance and "sell" proposals using proven influence tactics •Negotiate...

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We all negotiate on a daily basis. We negotiate with our spouses, children, parents, and friends. We negotiate when we rent an apartment, buy a car, purchase a house, and apply for a job. Your ability to negotiate might even be the most important factor in your career advancement. Negotiation is also the key to business success.

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We all negotiate on a daily basis. On a personal level, we negotiate with friends, family, landlords, car sellers and employers, among others. Negotiation is also the key to business success. No business can survive without profitable contracts. Within a company, negotiation skills can lead to your career advancement.

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The most important strategy to use when negotiating for success is to focus on trying to find interests from the other side so you can both benefit from the negotiation. When you can learn to look at the big picture, rather than looking at positions while negotiating, you can often develop mutual gains bargaining options. This means that both parties can gain by identifying mutual interests.

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