TOP 10 TIPS FOR SUCCESSFUL NEGOTIATING

1. You have to ask to get anything

2. Preparation → Confidence → Better Negotiation

3. Think win-win, collaborate, build relationships

4. Have a 7 element plan: Interests, Options, BATNA, Criteria, Commitment, Communication, Relationship

5. Use silence, listening, and ask questions (“why, help me understand”)

6. Be persistent; push back at least twice

7. Be personable, patient, empathetic, flexible

8. When it is difficult, go to the balcony, step to their side, reframe

9. Be willing to walk away!

10. Practice and get feedback to improve

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