



From the Battlefield to the Boardroom: High Performance Negotiation

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Styles of Negotiation:

1. **Touchy-feely** . %What's your sign?+
2. **Trivia** . %Always wear a blue suit.+
3. **Intimidation** . %Buy it or else!+
4. **Win-Win** . The other side feels as if it has done well and experiences movement toward its desired goal.



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Tip #1

Start high so you can

GIVE



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Tip #2

**TRADE
EVERYTHING**



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Tip #3

Say

“YES, IF...”

**“The mother of all
rules”**



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Tip #4

**Move from your
opening position
to your target in
5 small moves.**



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Questions

Up Next: Lunch in Biscayne and Chopin

Breakouts resume at 1:30



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