

Negotiators —

- 01 Remain credible, regardless of which negotiation type they're in
- 02 Prepare and are always internally aligned
- 03 Adapt their behaviors given the circumstances and maintain self-control
- 04 Trade their concessions and move to provide satisfaction
- 05 Observe the other party's behaviors, pressures, and priorities
- 06 Ask effective questions and share information when appropriate
- 07 Understand the total value of the deal and all terms

I BELIEVE MY STRENGTHS ARE...

I BELIEVE MY WEAKNESSES ARE...

I'LL START WORKING ON...

