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Negotiation tactics are techniques that can be used in the midst of negotiations to achieve objectives. They can be tricky. As such, it is important to be aware of such tactics before walking into negotiations so that you can be prepared to defend your position. The following are illustrative examples of negotiation tactics.

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Effective business negotiations start with a close, honest analysis of the disagreement itself, factoring in what each party wishes to accomplish at the end. An essential component of negotiation, understanding where the other party is coming from not only allows for more effective communication, but also provides you with the knowledge you need to see solutions outside of your own purview.

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A truly successful negotiation is one in which both (or all) parties leave satisfied and in better shape as a result of the agreement than they would be without it. Too many people in the business world take the old track and think that they need to win, and that everyone else must lose, a mindset that is destructive for themselves, customers, suppliers and anyone else they do business with.

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'the guerrilla negotiator' robert d. benjamin

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The title [the guerrilla negotiator] is not intended to be unduly martial or unprincipled, but rather, to suggest a decidedly realistic approach to understanding and managing conflict. For those looking for a more complete explanation, some years ago, I wrote [The Guerrilla Mediator: The Use of Warfare Strategies in the Management of Conflict], 1999, which might be helpful in ...

28 Examples of Negotiation Tactics - Simplicable

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Jay Conrad Levinson, president of Guerrilla Marketing International, lectures around the world on guerrilla business techniques for major companies, professional organizations, and universities. He is the author or coauthor of over forty books in the Guerrilla Marketing series and writes the popular "Guerrilla Entrepreneur" column for Entrepreneur magazine.

Negotiation - TrainingABC

Knowing when to enter negotiations is key, understanding what to do in a negotiation is essential. This workshop provides an excellent opportunity to increase and improve every future negotiation. Even if you are a seasoned pro, this workshop will take you through what you should be doing and not those bad habits and shortcuts you may have picked up on the way.

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