



Getting to “Yes”

- summaries from on Roger Fisher and Stephen Ury’s best selling book
- Creating Win-Win solutions
- Going beyond negotiation to build client advocates
- Take your work to a new level with a few basic Strategies

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Separate the problem from the person

- Most of us have a tendency to conflate “people problems” with the actual issue at hand
 - See the issue through the other person’s eyes
 - Try not to make assumptions about the other side’s intentions
 - Discuss each other’s perceptions; be empathetic. Try to “steel man” their argument before you critique
 - Ensure they can save face but don’t be afraid to use their own words against them.
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Negotiate based on interests, not on positions

- Interest-based bargaining is a negotiation strategy that focuses on the interests of the parties (what they really want) rather than their positions (what they think the solution is)
 - This is the alternative to adversarial bargaining — principled negotiation, a process focusing on finding creative options that serve mutual interests
 - Be aware that most people can separate the emotional component.
 - Subtly planting the idea to have you client champion/own it is very effective in this instance
 - Listen carefully. Keep in mind Our most powerful interests are our human needs for such things as security, control over our circumstances, or recognition
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Be open to changing your opinion

- Changing your opinion doesn't mean you're moving away from who you are
 - it doesn't make you a wishy-washy or volatile person especially if there are new facts
 - encourage our individual development
 - Allows you to change bad habits and faulty heuristics that can be very flawed
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Guiding thoughts

- Assume the party across the table is acting with the best intentions but be prepared for those that are thinking he worst
 - Never outshine your master.(Robert Greene)
 - Build Meaningful relationships and you will always have better outcomes in deals/negotiations/transactions
 - Feel worthy of your success and don't negotiate against yourself
 - Say "No" to things that aren't in keeping with your values and morals, Always act with integrity/honesty.
 - Remove Naysayers in your life who hold you back from being at the top of your game.
 - Prioritize your well being. You can't optimize if aren't optimizing /prioritizing your health
 - Learn from mistakes and practice these skills!!
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