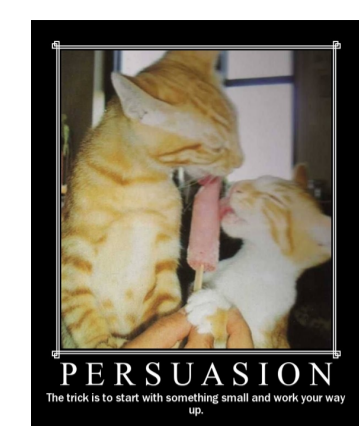


# Top 10 Negotiation Tips

Persuade



first then negotiate

Win-Win

is not 50:50



Prepare

and plan



Logic

isn't persuasive



"It may be a model, Captain, but it's highly illogical."  
www.FieldstoneAlliance.org

Keep

balls in air



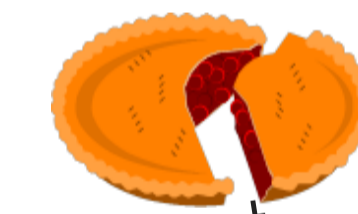
Develop

behavioral skills



Don't

cut pie



grow it



Use

your levers



Power

is in the head

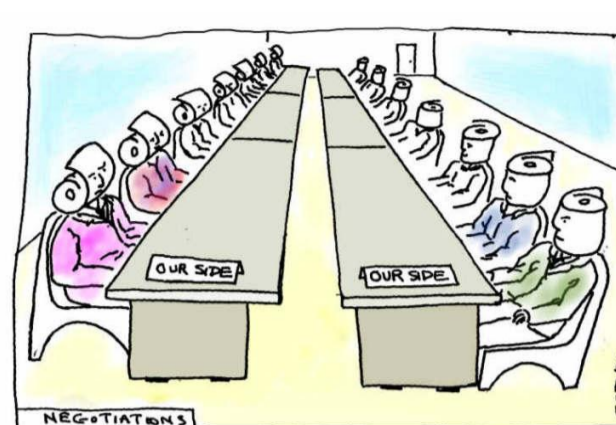


Never

concede

always

trade



Persuade



Persuade