

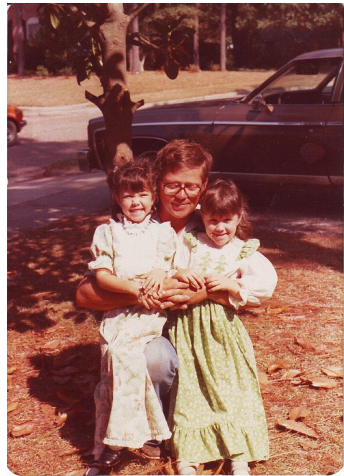
NEGOTIATE

*like
a
boss*

MELISSA CROSS
PRESIDENT & OWNER
MCALEER'S OFFICE FURNITURE

WHO EVEN AM I ?





MCALEER'S OFFICE FURNITURE
OPENED MARCH 5, 1979



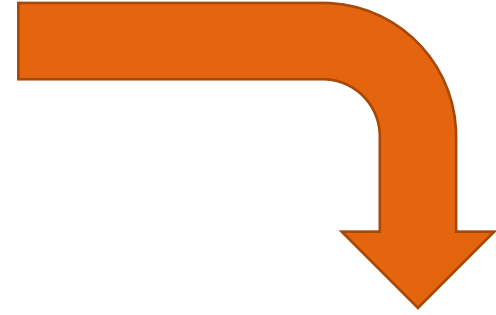
 THE UNIVERSITY OF
ALABAMA



PEPPERDINE | LAW



Prudential







WHAT IS NEGOTIATION?

IT IS PERSUASIVE COMMUNICATION.

NEGOTIATION TAKES PLACE WHEN TWO OR MORE PEOPLE,
WITH DIFFERING VIEWS - COME TOGETHER
TO ATTEMPT TO REACH AGREEMENT ON AN ISSUE.

NEGOTIATION IS ABOUT GETTING THE BEST POSSIBLE
DEAL IN THE BEST POSSIBLE WAY.

OFFICIAL NEGOTIATION QUALIFICATIONS



UNOFFICIAL NEGOTIATION QUALIFICATIONS

ATTORNEY (IN A PAST LIFE)

OWNING A BUSINESS - TRYING TO OWN A BUSINESS

BEING AN EMPLOYEE - FINDING A JOB - HAVING EMPLOYEES

BEING A PARENT - WIFE - FRIEND - SISTER

BEING THE DAUGHTER OF A MOM THAT WOULD HAGGLE DOWN FROM A NICKEL AT A GARAGE SALE

What Do You Negotiate?

"OFFICIAL" PRINCIPLES OF NEGOTIATION

DEFINE WHAT IS MEANT BY NEGOTIATION AND APPLY THAT TO MANY DIFFERENT CONTEXTS

IDENTIFY FACTORS THAT CAN DETERMINE THE OUTCOME OF A NEGOTIATION

DETERMINE STRATEGIC BARRIERS



NEGOTIATING L.A.B. STRATEGIES

BE PREPARED

DON'T TAKE ANYTHING PERSONALLY

LOSE ALL DIGNITY

DON'T BE PUSHY, BUT DO BE ASSERTIVE

NO DEAL IS BETTER THAN A BAD DEAL



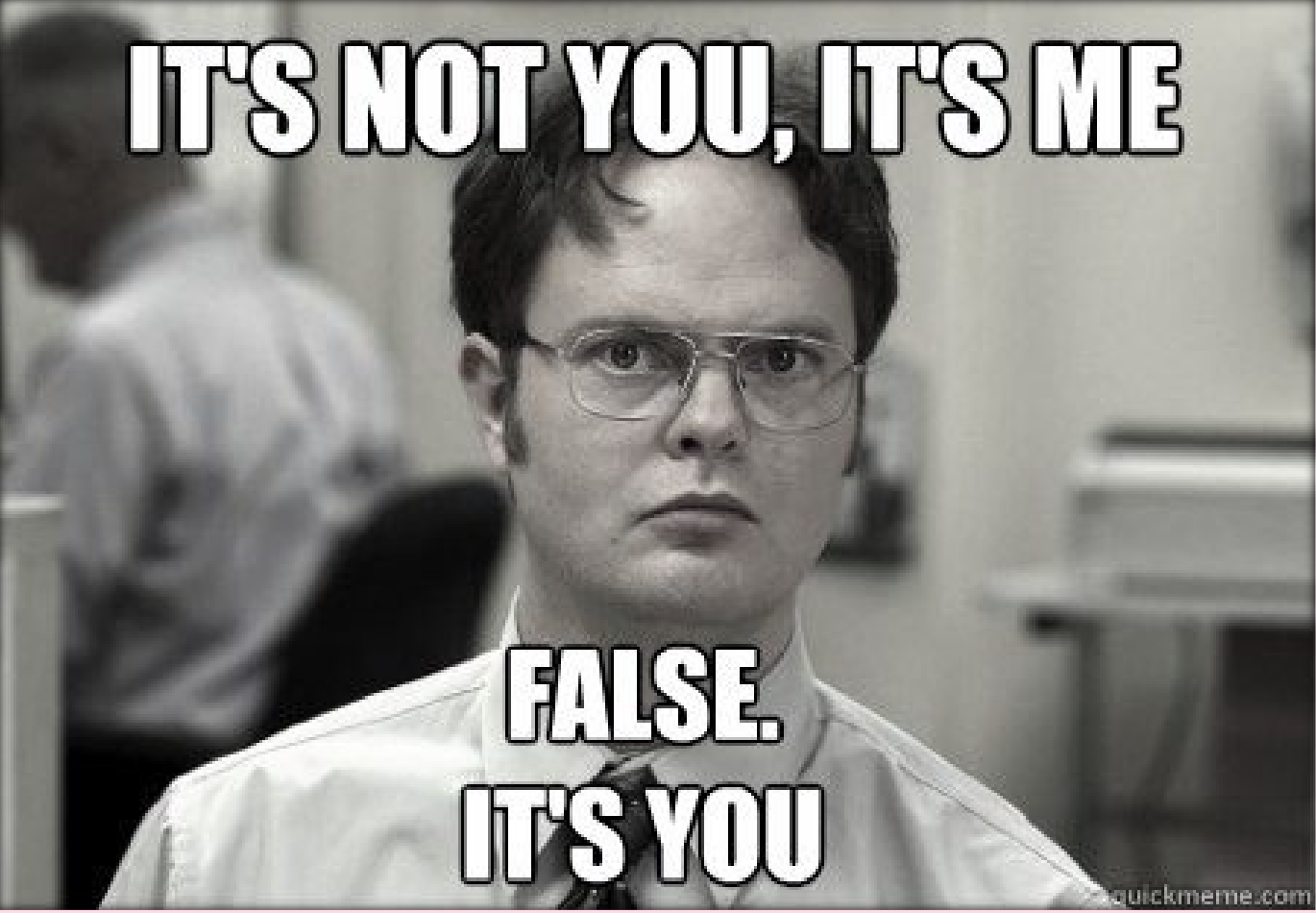
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BE PREPARED

*like
a
boss*

IT'S NOT YOU, IT'S ME



**FALSE.
IT'S YOU**

quickmeme.com



DON'T TAKE ANYTHING PERSONALLY

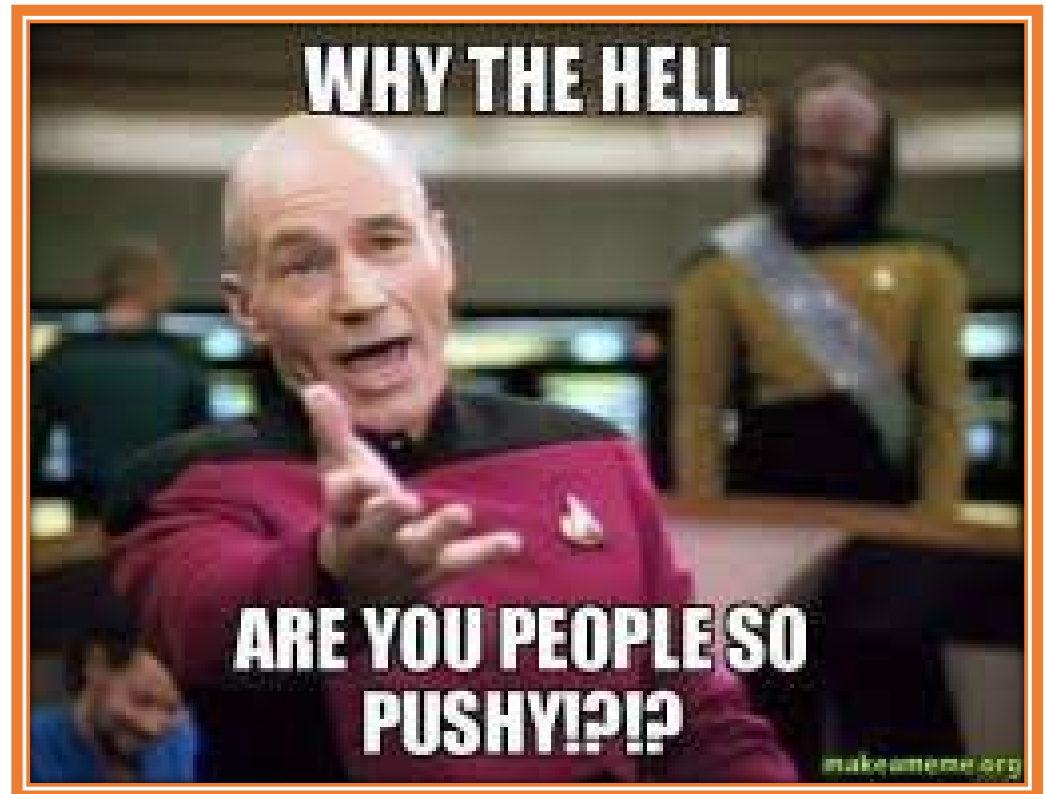
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LOSE ALL DIGNITY (WELL...NOT ALL, JUST MOST)

DON'T BE PUSHY, BUT DO BE ASSERTIVE

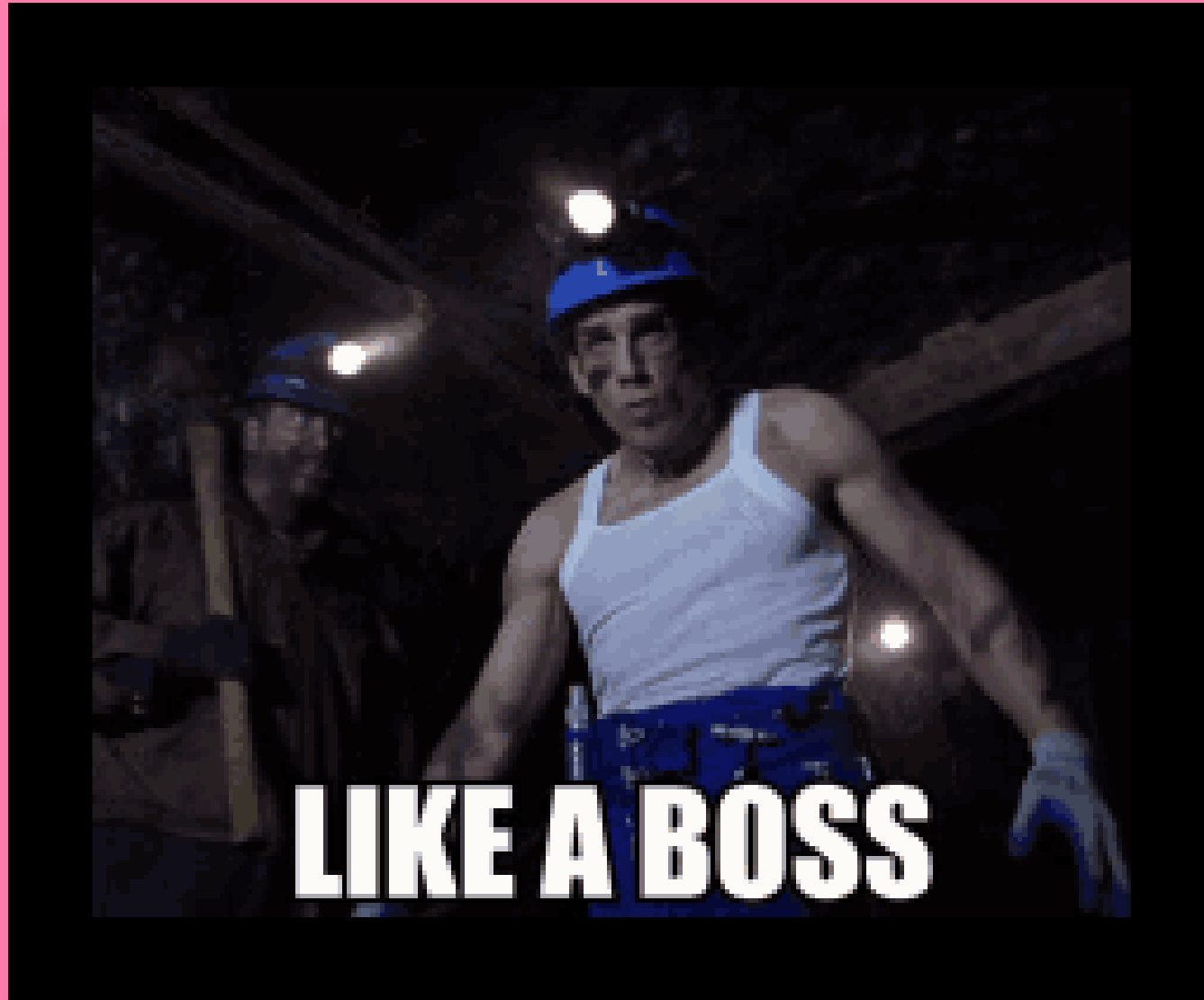
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NO DEAL IS BETTER THAN A BAD DEAL

GET THE BEST DEAL





THE F BOMB



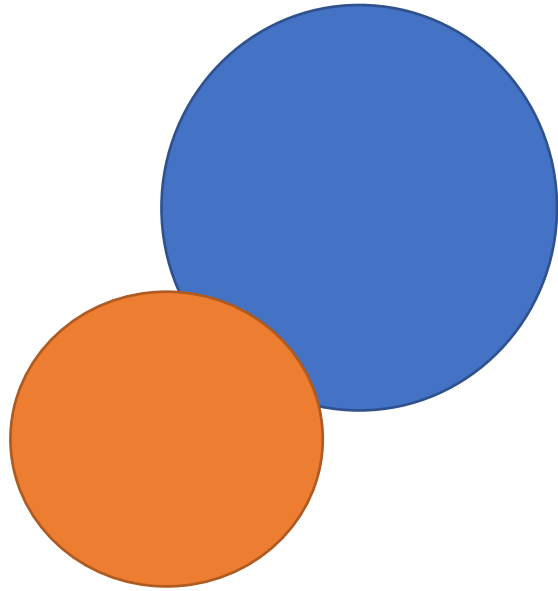
HOW TO USE THE F WORD



“WE JUST WANT WHAT IS FAIR”

“WE’VE GIVEN YOU A FAIR OFFER”

USE IT FIRST!!



“YOU’RE RIGHT”

VS.

“THAT’S RIGHT”



LEAVE THEM HANGING...
PAUSE AT THE RIGHT TIME!

“THAT’S RIGHT”

"THAT'S RIGHT"

PAY ATTENTION

SERIOUSLY.

YOU NEED TO ACTIVELY LISTEN





"THAT'S RIGHT"



USE

ENCOURAGING

LANGUAGE

MIRROR

7-38-55

"THAT'S RIGHT"



I DON'T LACK EMPATHY



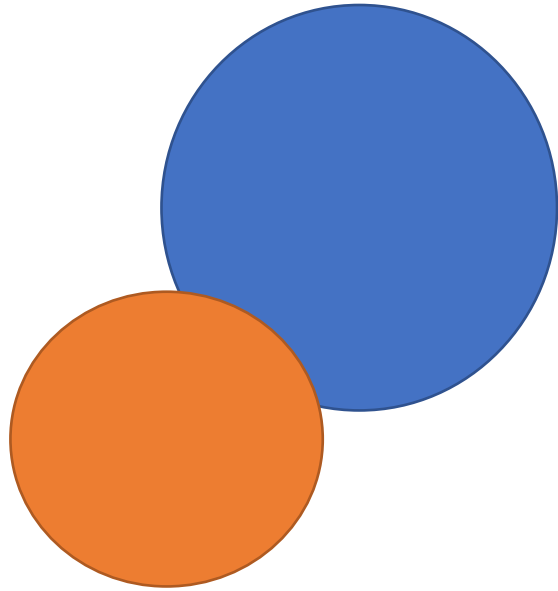
**I'M JUST NOT VERY GOOD
AT IT**

"THAT'S RIGHT"

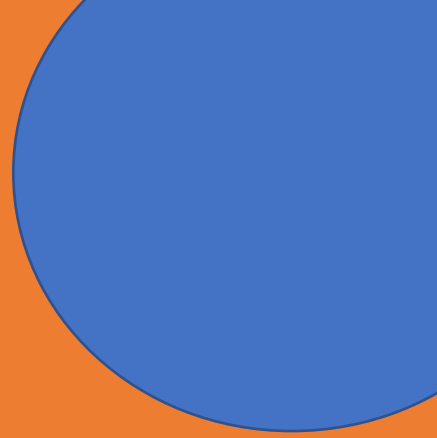
EMPATHIZE

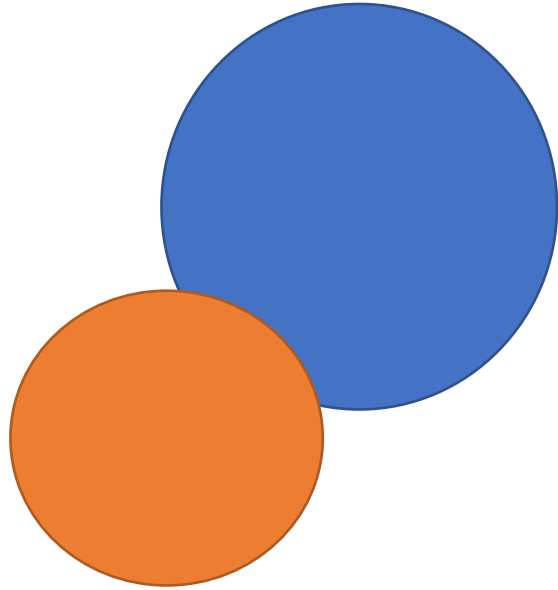
LABEL

SUMMARIZE



GROUP EXERCISE





LISTEN & PAUSE AT THE RIGHT TIMES

ACTIVELY LISTEN

USE ENCOURAGING LANGUAGE

MIRROR

EMPATHIZE - LABEL - SUMMARIZE

HOW TO
MAKE IT RAIN

*like
a
boss*



HOW TO NEGOTIATE A RAISE OR GET A BETTER SALARY

BE PLEASANTLY PERSISTENT (& USE NONMONETARY REQUESTS)

DEFINE SUCCESS

SET A NONSPECIFIC ANCHOR - USE AN ODD NUMBERED RANGE

TRY NOT TO GO FIRST

USE SILENCE EFFECTIVELY



like
a
boss

BENEFITS OF NEGOTIATING

BUILD STRONGER RELATIONSHIPS WITH OTHERS

FOSTER GOODWILL DESPITE A DIFFERENCE IN OPINIONS & INTEREST

AVOID FUTURE CONFLICTS

REMOVE BARRIERS TO COMMUNICATION

LEARN TO RESPOND TO DIFFICULT SITUATIONS IN A PEACEFUL, CONSTRUCTIVE MANNER



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Employees
Only

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