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Reframing Negotiation: A Positive Approach to Getting What You Want!

- BATNA: Best Alternative to a Negotiated Agreement
- RAAR: Research, Ask, Answer, React

1. Start by what you are willing to do!
2. Ask for something you will get!
3. Ask for something you might get!

- Family-Division of labour: Ask!
- Win-Lose: I know my value! Negotiating is about setting my present & future value.
- Status quo: Other options (backup plan)

- No opportunity to negotiate! Take the emotions out of negotiation...
- Face (nice, open smile)
- Body (openness)
- Voice (rise, grow smile)

- Practice: Record yourself
- Soft skills

- Unique talents
- Education training

- Bargaining power
- Reputation
- Employment volunteer experience

- If everyone is negotiating & you are not... what are they going to think about you?
- Ask questions: Pitfalls?
- The inside problem

- The solution might be outside of the box

- People are willing to help

- Be mindful about body language!
- Use assertive language!

- Talk to people to get information...

- Ask with RAAR

- Ask questions to have a better sense!
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- Win or loose

- If you are not willing to do it... persist, even if it is hard!

- To know what is important to both sides

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