

5 quick negotiation tips

Every day we do some kind of negotiation, both in our private lives and in our work life. It could be anything from finishing up a deal with a customer or trying to convince your colleagues to eat lunch at a restaurant. To be more successful in your daily negotiations, take part of our 5 tips on how you can succeed with your negotiations in a better way!

Checklist



Prepare yourself

Be prepared and think about what your goals are with the negotiation. What's the worst case scenario you'd be able to agree to? A smart move is to try to think about what the opposing side might want from the negotiation. Can you meet that demand? The more you're prepared, the better you'll be able to handle any objections and achieve better results from the negotiation.



Make demands

Read the room to see when you can start making demands during the negotiation. When you're receiving positive feedback during the negotiation it's time to start figuring out a solution. Don't overpromise on your solutions without making demands that might be needed for the solution. By making demands your opponent will understand your position better, which also helps your negotiation.



Look out for the unspoken

Something that most people forget is to conclude any negotiation by make a recap and being concrete about what you just talked about. It's easy to miss what was said between the lines during the negotiation. By writing down what was said it's easier to see what was said between the lines, so everyone is on the same page.



Be the better listener

It's not always the person who talks the most that succeeds the best in a negotiation. Be an active listener and listen in on what the opposing sides says. When they start talking concrete details or numbers, that's when you know it's time to move the negotiation forward to the next step.



Compromise

To be able to make compromises is an important part of any negotiation. Without compromises it's sometimes hard to even start the negotiation. You have to be prepared to both give and take for both parties to walk away from the negotiation happy. Look past your pride and stop thinking of only "winning", sometimes you find the best solution in the middle.

Ready for more?

Become a real sales pro and contact us today!



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