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It is critical when negotiating that you ask relevant questions and listen. You need to focus more on the other side than yourself. Here are six basics of negotiation: 1. Be Prepared. Know about the party you will be negotiating with; Take advantage of your strengths and of their weaknesses

Negotiation 101: The 6 Basic Principles of Negotiation

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Take a moment to brainstorm all possible alternatives to the negotiations. Out of all the ideas generated, choose a few to develop into concrete plans. Then assess which out of the developed plans is the best for your situation and select your best alternative. The more attractive the alternative, the more power you will have during the negotiations.

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Planning your negotiation strategy should always come before selecting negotiating tactics. Your negotiation strategy serves as the foundation for the approach and techniques that you use to achieve your goals.

According to Dr. Chester L. Karrass, there are nine key

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building blocks of
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sources and limits; Product
and market strategy; both-
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