



# ***Negotiating Secrets For Engineers***



***Get What You Want,  
When You Want It!***

**Dr. Jim Anderson**



# *Key Steps To An Ideal Negotiation Process*



# ***What Does It Mean To Be A Winner In A Negotiation?***



- Objective
- Satisfied
- Total Victory

# ***You Pick The Best Place And Time To Negotiate***

- Home Turf
- Access
- Best Time



Phase 1:  
Prepare

# *Pay Attention And Don't Say "Yes" Too Quickly*

- Perfection Problem
- Satisfaction
- Just Say "No"



Phase 2:  
Open

# *Just Shut Up!*

- Power Loss
- Information
- Team Rule

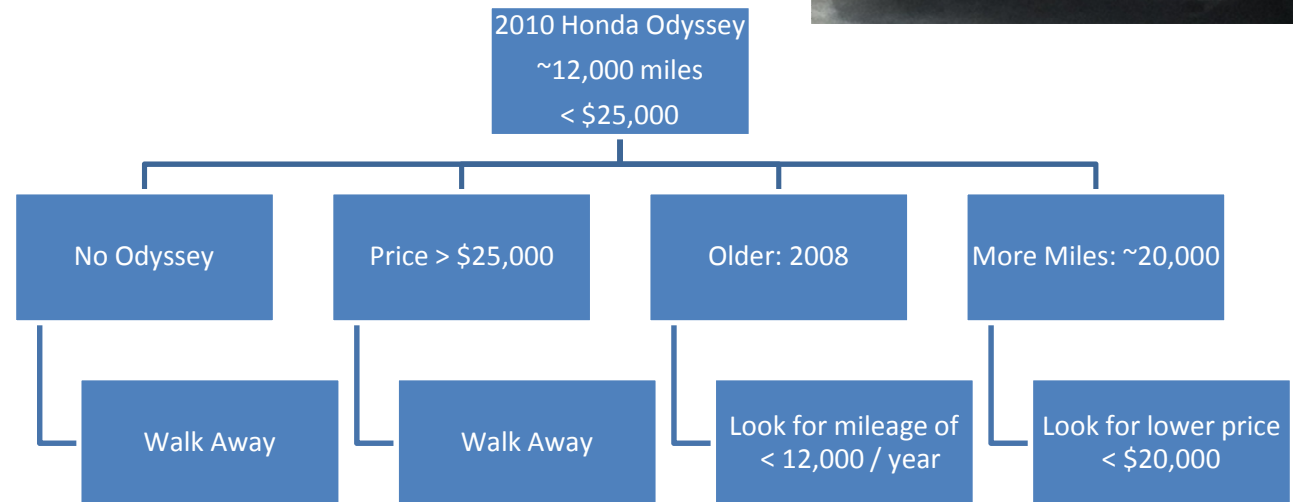


Phase 2:  
Open

# Keep Them Guessing: What Will You Do If This Negotiation Breaks Down?



- B.A.T.A.N.A
- Management Buy-In
- Power



Phase 3:  
Argue

**ACTING**  
**CLASS**



# ***Be Skeptical***

- Power
- Facts & Figures
- Questions



Phase 3:  
Argue

# *Control Your Words And Don't Give A Quick Counteroffer To The Price*



- First Counter Offer
- Hope
- Lowering

Phase 3:  
Argue

# ***Pay Attention To Requests For Breakdowns – Desired, But Not Given***

- Requested
- Insight
- Avoid!



Phase 4:  
Explore

# ***Be Stingy With Concessions (Leave Room To Negotiate)***



- Start High
- Concessions
- Smaller  
Increments

Phase 5:  
Signal

# ***Play Hard To Get: Don't Make The First Major Concession***



- Major Issues
- Defense
- Build Up

Phase 6:  
Package

**ACTING**  
**CLASS**

# *Plan Your Compromises*

- Plenty Of Room
- Hide Your Cards
- Wait



Phase 6:  
Package

# *Act Like You Don't Care As Deadlines Approach – Watch Concessions*



- Give & Take
- Time
- Big Concessions

Phase 6:  
Package



# *Watch Out For The Illusion Of Funny Money*



- Fractions
- Apples-To-Apples
- Price Per Unit

Phase 6:  
Package

# *Help The Other Side To Give It All Away*



- No Plan
- Clarity
- Reading

Phase 7:  
Close

# ***Be A Super-Winner: You Can Always Find A Better Deal For Both Parties***

- Not A Contest
- Better Deal
- Win More



Phase 8:  
Implement

**ACTING**  
**CLASS**

# *... And There Is So Much More...*



# *Where Do I Go From Here?*



[www.TheAccidentalNegotiator.com](http://www.TheAccidentalNegotiator.com)

