

Title:

10 keys to guaranteed success in negotiations

Word Count:

476

Summary:

Negotiating is a skill that like warfare tactics must be honed. It is important to be mentally

Keywords:

Article Submission website, services to submit article, write articles, ghost write articles

Article Body:

Negotiating is a skill that like warfare tactics must be honed. It is important to be mentally

The five cornerstones of successful negotiation skills are placing emphasis on common points;

A good negotiator is an excellent communicator and understands how human beings think, feel, a

According to the gurus there are tactics to be used for negotiating:

1. Be focused on the problem or issue. Logical arguments are the key to smooth negotiatio
2. It is important to be firm yet polite when making a stand or presenting a point.
3. Clearly emphasize the advantages and disadvantages.
4. Be patient and let the process of negotiation take its course.
5. Put ego aside and concentrate on the matter at hand. It is finding an amiable solution
6. Never threaten or manipulate the opposite party'it is completely unethical and unfair.
7. Aim for solutions that are interest based and not what individual desires or aims are.
8. Avoid psychological traps and have the magnanimity to admit when you are wrong. Be ope
9. Don't accept weak solutions and try and negotiate a plausible settlement. Temporary me
10. Value time, schedules, and deadlines. A good negotiator will not beat around the bush

Most human beings are born negotiators. From the first breath a baby takes it makes all around

This is a demo version of txt2pdf v.10.1

Developed by SANFACE Software <http://www.sanface.com/>

Available at <http://www.sanface.com/txt2pdf.html>