

Learn How to Package Trades in Your Next Negotiation: How to Develop the Skill of Assembling Potential Trades in Order to Get the Best Possible Outcome



What a great world this would be if only we could sit down at a negotiating table, have both sides make a few concessions and then wed suddenly have the deal that we were all hoping to be able to reach. Sadly, getting that perfect deal takes a great deal more effort on both sides. What Youll Find Inside:Real deals use real money and sales negotiators never forget itwinning sales negotiations: the pizza secretWhy win-win sales negotiating never works and what to do about itThe secret goal of every negotiationThe key to successful negotiating is to realize that the only way to get to the deal that you want is by both sides of the table being willing to make concessions to the other side. However, its when and how those concessions will be made that will determine if you are going to be able to reach the deal that you want. All too often in a negotiation, concessions can start to involve the use of so-called funny money which is not the same thing as real money. You are going to have to be able to detect when this is happening. Ultimately, its going to take a good bargain to close the deal that you are working on. When you are in the middle of a long negotiation, it can be easy to lose your way. How to reach the end of the negotiation may no longer be clear. However, by taking lessons from retailers who negotiate every day like Ebay and using tactics like the bogey you can find your way to the end. Win-win negotiating has been a popular concept in both literature and in negotiating training in the past few years. The reality of real-world negotiating reveals that this type of negotiating rarely, if ever, seems to yield the results that we both want and need. A different approach is called for. In order to get the other side of the table to agree to what you are proposing, you are going to have to capture their imagination.

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