

Squiggly Careers PodSheet


How to negotiate for what you need





"If knowledge is power, then information is influence"


Chris Voss, Never Split the Difference

How emotions impact negotiation


 Negative emotions reduce our clarity. Fear, frustration and anger can reduce your influence.

 To reduce negative emotions:
Take a break. Stand up to get a drink or go to bathroom. Create a moment to breathe.


 Positive emotions lead to smarter negotiations. They broaden your mind and increase creative thinking.

 To increase positive emotions:
Think about the benefit of what you can learn not just what you want to 'win'.

Coach Yourself Questions


 How does the thought of negotiating make you feel?

4 negotiation tactics to try out

 **Call out the elephant in the room**
Show 'tactical empathy' by proactively discussing things that are difficult for the person you are negotiating with.




Find the dead ends
Certainty trumps uncertainty. Finding out what's not possible can help you get clearer on what is.


 **Work your words**
Manage your tone, volume and pace to influence the other person's response.



Summarise their argument first
By presenting their perspective, you can take control of the conversation.

Coach Yourself Questions

 How could you increase your value to the person you are trying to influence?

 How could focusing a negotiation on learning, rather than losing, change your approach?

Recommended resources



[How positive emotions help](#)
HBR article on the link between positivity and creative thinking



[Masterclass with Chris Voss](#)
Free 1 hour discussion



[How to negotiate with impact](#)
Squiggly Careers episode 92

Amazing if