# **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.

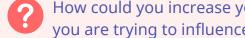


#### Summarise their argument first

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

**Recommended resources** 

#### **Coach Yourself Questions**



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



# **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

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

Amazing if