

Think Like A Negotiator

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As Featured On/In



- Today:
 - Background and Experience
 - 7 Ways to Negotiate in Employee Relations
 - How You can Easily Become a Better Negotiator



U.S. AIR FORCE



Negotiation







Win-Win



I don't want to win at
your expense, I want to
win at your **EXPANSE.....**

Glenn Morshower

Negotiation
In Employee
Engagement

Everything

Is

Negotiable

MOM

**I AM YOUR MOM
YOUR ARGUMENT
IS INVALID**

**I MISS
MY ONLY
WERE RU
LAUGH
AND SOME
WAS IN CHARGE**

THE MORE I GROW UP

Own Your Power

Confidence

Creates

Captivation





Build



Relationships

First



Build
Unconscious
Rapport

Leave
Emotion
Out

Listen Up

Effective Listening

Ask

Powerful

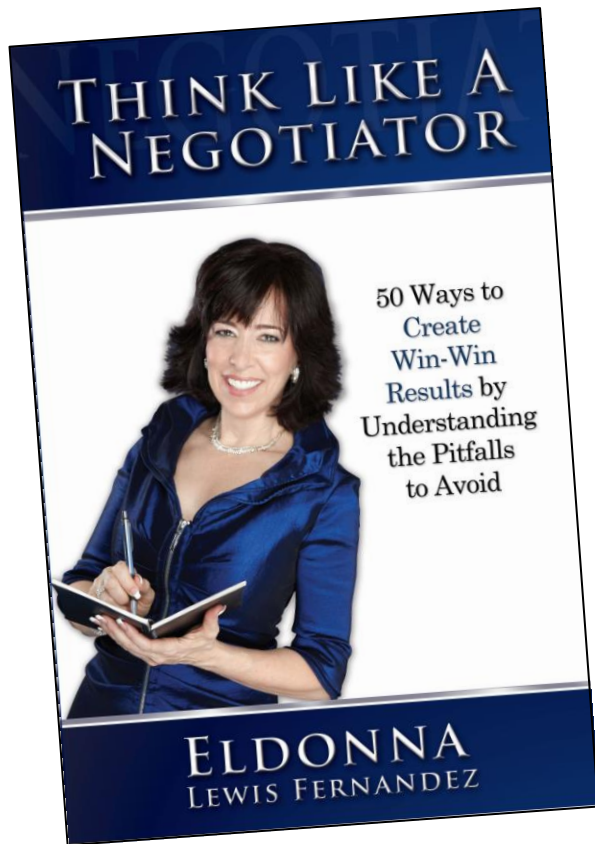
Questions

- Would you explain the reasons for your position?
- Is there any reason you can't.....?
- Why is that important to you?
- What is your why?
- What do we need to do to reach an agreement?
- What can I do to help you make a decision?
- What are your priorities?
- What information do you have that supports that position?
- How did you arrive at those number/that price?
- What would you do if you were me?
- What part of the discussion gives you the most concern?
- Is there anything else that you think I should know?
- What Documentation/proof do you have to validate your position?

Walk A

Mile

In My Shoes



Think Like A Negotiator

TLN Live Training

Oct 15-17

Fairfield Inn Tustin CA
(Orange County)

www.ThinkLikeANegotiator.com

Tell me and I will forget

Show me and I may remember

Involve me and I will understand

Confucius