

Jump into the flow of high-performance

Negotiating

Every day, we engage in countless negotiations and nobody wins them all.

▶ **Fight, Flight or Freeze**

The toughest conversations we'll ever have are the ones that matter the most. Paradoxically, it's when the stakes are highest that it's the toughest for us to stay clear minded and calmly engaged – so when we really need to be our best, it's when it's hardest to be our best! Aargh!

When you're ready to fight for something that you want (or don't want), there are things you can do to prepare your mindset and your presentation that give you the best odds of winning the negotiation. And, nobody wins every negotiation and nobody has tough conversations that always go swimmingly.

Negotiation is the domain of try, try and try again and keep on learning with every step. Great negotiators rarely give up prematurely, and we can always improve our own negotiation skills.

▶ **Standing at a Crossroad**

Some of the most challenging negotiations are the ones we have with ourselves.

At the crossroads we're asking ourselves tough questions about choices, options and best bets. Do I stay or do I go, do I risk speaking up or do I risk even more by being silent? Is this all there is to my career? Is this really worth it?

Whether it's time to change the game plan or it's time to refocus and stop dreaming about options, embedded in change are enormous challenges and opportunities. We like to focus on the upside of challenges, regularly asking ourselves if it were impossible to fail, what brave thing would we do?

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www.PeopleGeniusCoaching.com

310-449-6644

inga@PeopleGeniusCoaching.com