

Effective Tips on Good Negotiation

Negotiation is a big part of the business world. Every day, businessmen and women negotiate to close big deals. However, negotiation is also used to solve disputes between one or more parties. Negotiation is used to allow all parties involved feel that they have come out winning. The power to be a skilled negotiator is not something you are born with, it takes years of practice to hone this skill, and when perfected, you will have a certain power.

To become a skilled negotiator, there are several guidelines that one must follow in order to be successful. These guidelines have been proven to work with thousands of people around the world.

When you are the negotiator of one or more angry parties, avoid using the word negotiate. It makes that parties feel like they are settling and you will ultimately fail. Using positive statements such as Lets work things out or you may be interested in this...

Try not to use anything remotely close to negative terms, parties will grasp on to it and feel that they are being cheated. When you make a proposal that denotes positive words, more often than not, people will listen.

Before you start your negotiations, you need to sit down and look at both parties. Try to find a commonality between the two as a starting point. You need to set goals as to where you want the negotiations to go and set your priorities. You want to try and limit the amount of anger that will be brought to the table.

It is also important to try and figure out different scenarios that could lead to complications in your negotiations.

Any obstacles you can overturn before the negotiations begin will only assist you in completing your task sooner. You are negotiating to reach an equitable solution for both parties. It is crucial that you are prepared for anything when you go into negotiations.

When you enter into negotiations, state what your goals are right from the start. Do not make small talk, both parties are there to solve their dispute. When you do not start negotiating, it may appear that you are a weak negotiator. Having a clear and concise plan will ensure confidence.

It is important that you make all parties feel comfortable. If one person feels that you are not offering something to his advantage, he will start to feel resentful toward you. If you want the cooperation of everyone involved, you need to inform each person of the benefits of settling the negotiations. A good negotiator will listen to the viewpoint of each person and work from there.

Always be positive. Make sure that all parties work together and offer positive reinforcement by reciting past success stories. If parties in negotiations know that this strategy has worked in the past they may be more receptive to the idea.

Perhaps the most fundamental rule of negotiations is that you treat everyone with respect. Giving a gift to each party member as show of good faith will inevitably gain their respect. Have small plates of snacks available. People tend to get cranky when they are hungry. By treating others with respect you are being viewed the same.

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About the Author

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