

Improve Your Negotiating Effectiveness Now

DC BAR
Practice Management
Advisory Service

25 October 2018

BORKE
works

Negotiation as a Problem-Solving Process



- Opportunity
- Phases
- Focus

Negotiation Readiness Index



*By Failing to prepare, you are
preparing to fail.*

Benjamin Franklin

Negotiation Readiness – The 3 “R’s”



- Research
- Rehearse
- Review

Negotiation Readiness – The 3 “R’s”



Negotiation Readiness – The 3 “R’s”



RESEARCH – Answer for *both* yourself and the other side

- Interests
- Standards
- Back Table
- What happens if no agreement?

Negotiation Readiness – The 3 “R’s”



REHEARSE

- Mental Models
- Agenda
- Role Play

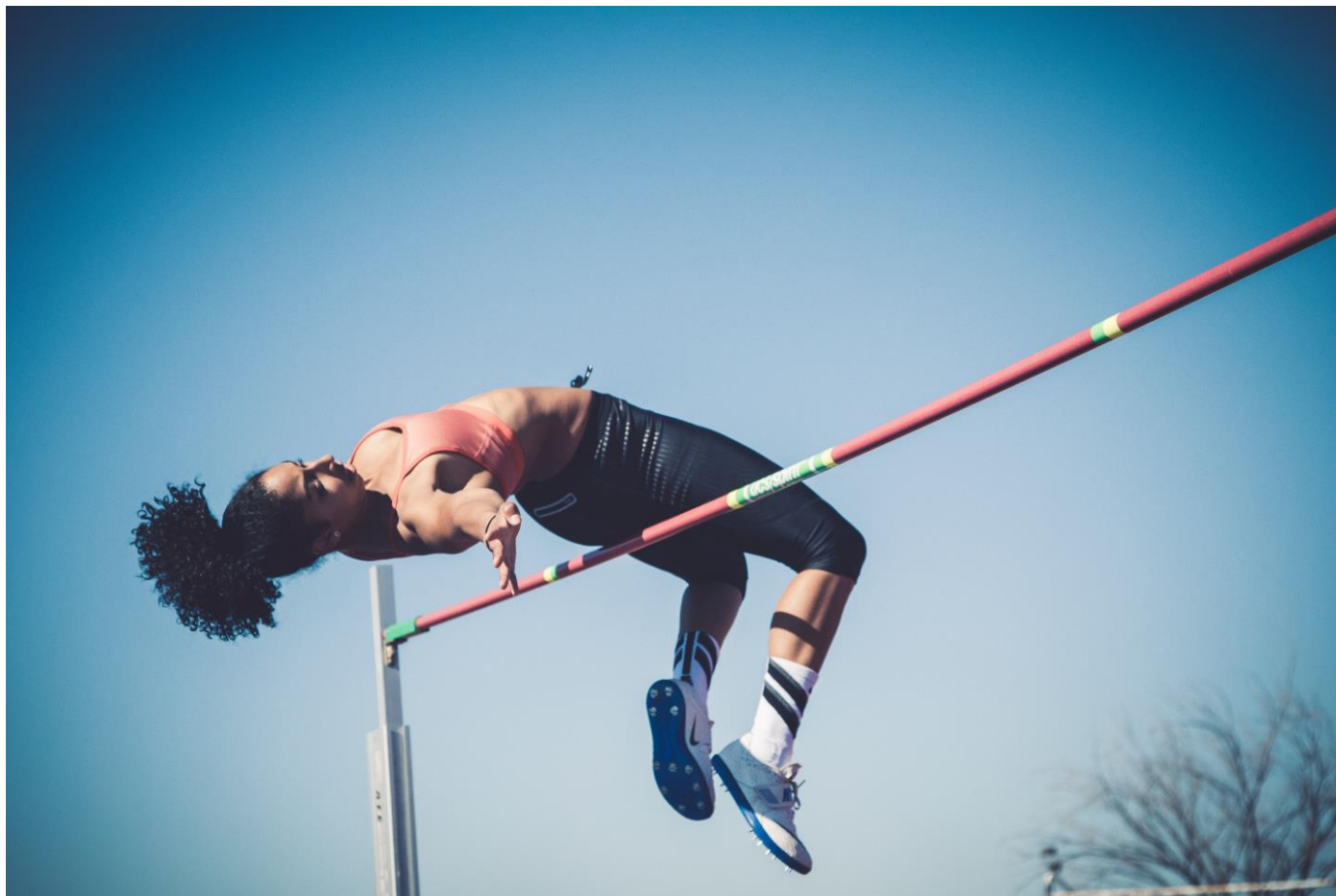
Negotiation Readiness – The 3 “R’s”



REVIEW

- Accomplished and Open Issues
- Lessons learned
- Questions
- Relationship status

Review and Next Steps



Review and Next Steps



- How will you practice what you have learned?
- Q&A

Feedback and Contact Information



You can get your own Negotiation Readiness Checklist by completing the survey at <https://bit.ly/2PU3TET> (the Negotiation Hack Name is: Negotiation Preparation).

www.borkeworks.com

susan@borkeworks.com

Photo credits. Card Catalog – Sanwal Deen; Pole vaulter – Justyn Warner

© Copyright 2018 Susan Borke

BORKE
works