

Negotiation Workshop

Emotional Intelligence

- The importance of emotional intelligence in negotiations.
Understanding the emotions of both parties can help you navigate the negotiation more effectively.

Mirroring

- Mirroring is a technique where you repeat the last few words of what the other person says. This helps to build rapport and encourages the other person to keep talking.

Labeling

- **Labeling:** Labeling is about assigning a name to the other person's feelings or perspective. This can help defuse negative emotions and create a sense of understanding.

Accusation Audit

- Addressing potential negative assumptions or accusations the other party might have before they bring them up can help disarm them and create a more open dialogue.

The Power of "No"

- "No" is often the start of the negotiation, not the end. It opens up the conversation and allows both parties to explore alternatives.

The Rule of Three

- Using a series of three options to encourage the other party to consider different possibilities, rather than just accepting or rejecting one offer.

Bargaining

- Don't split the difference in a negotiation, as it often results in both parties feeling dissatisfied. Instead, look for creative solutions that meet both parties' needs.

Embrace Silence

- Silence can be a powerful tool in negotiations. It allows both parties to think and can lead to the other party offering more concessions.

Find Black Swans

- Black swans are pieces of information or unexpected events that can change the course of a negotiation. Look for these opportunities.

Summary

- At the end of a negotiation, it's important to summarize the key points and agreements to ensure that both parties are on the same page.

Workshop

- **Scenario:** You are part of a game **development team** that is creating a new video game. As the game developer, you have realized the **importance of music in enhancing the player experience** and are looking to hire a composer to create the soundtrack for your game. You've a **limited budget and a limited time**. You're looking for someone you can trust **long term** and who can develop both **creative** and **technical** solutions.

On the other side, you are a **composer** studio specializing in video game music production. You have a talented team of composers and are eager to secure this project to showcase your skills and **expand your portfolio**. You've done some small games before, but this is the **first** time you do a big gig. This project is critical for your portfolio and you want to **work long term with this client**.

Workshop

- **Challenge:** The game developer team is looking for high-quality music that fits the theme and mood of their game, but they also have budget constraints. The composer studio wants to secure a fair compensation for their work while ensuring that they can deliver music that meets the game developer's expectations in terms of quality and style. Additionally, the composer studio wants to pitch the idea of using **interactive music in** the game, which would involve composing music that changes based on the player's actions or the game's events. The challenge is to negotiate a **mutually beneficial** agreement that satisfies both parties' interests, including the use of interactive music.

Key points to negotiate (Developer)

1. **Budget**: The game developer team has a limited budget for music production and needs to negotiate a price that is acceptable for the composer studio.
2. **Quality and Style**: They need to ensure that the music produced by the composer studio aligns with the theme, mood, and overall feel of their game.
3. **Interactive Music**: The game developer team needs to evaluate the benefits and costs of implementing interactive music in their game, considering factors such as player experience and technical feasibility.
4. **Rights and Ownership**: They need to negotiate the rights to the music produced, including whether they have exclusive rights to use the music in their game.
5. **Deadlines**: They need to agree on a timeline for the delivery of the music, taking into account the game development schedule.
6. **Revisions**: make you've enough revisions

Key points to negotiate (composer)

1. **Compensation:** The composer studio needs to negotiate a fair compensation for their work, taking into consideration the quality and complexity of the music, as well as the budget of the game developer team.
2. **Portfolio and Exposure:** They need to consider the value of adding this project to their portfolio and the potential exposure they will gain from having their music featured in the game.
3. **Interactive Music Pitch:** They need to effectively pitch the idea of using interactive music in the game, highlighting the benefits it can bring to the player experience and the overall quality of the game.
4. **Rights and Usage:** They need to negotiate the rights to the music they produce, ensuring that they retain the rights to use the music for promotional purposes and in their portfolio.
5. **Collaboration:** They need to discuss the level of collaboration between the composer studio and the game developer team, including how feedback and revisions will be handled.
6. **Long Term:** Make sure you develop a long term relationship with this studio.