

PS

Negotiation Skills workshop

by Shenal Rajakarunagala

• win-win situation

- time
- cost
- quality

2) Establish clear objectives

- * priority
- * strategy

S M A R T

↓ ↓ ↓ ↓ ↓

smart measurable achievable realistic time-bound

355
23
332

3) Negotiate efficiently

Zone of possible agreement (ZOPA)

