

Negotiation Capacity Check-up

Yes

No

1. We live by the saying: "It's not a sin to not get the deal, but it is a sin to take a long time to not get the deal" and we approach every interaction with genuine curiosity.
2. Our methods uncover **better** outcomes than we had in mind prior to the interaction.
3. We have a process for vetting false opportunities.
4. We have a process for avoiding lost profits over "take it or leave it" demands.
5. We have a plan to prevent the loss of our negotiation training investment and we have a process for digging ourselves out of bad spots.
6. We have a process for "setting the stage" prior to a negotiation.
7. We regularly exceed our quarterly negotiation goals.
8. We are satisfied that we don't leave money on the table.
9. We never give in to clients' demands just to save the relationship.
10. We always ask for what we want.

Total number of **Xs** in each column

Multiply **YES** column total **by 10** to get your negotiation capacity.

x 10 =

Average your group's total to view your team's overall organization negotiation capacity.

_____ %

Are you against improving your team's negotiation effectiveness?

How do your team members' negotiation capacities compare to one another?

Depending on how you scored, it might be time to consider some negotiation training. We offer both online [company/team training](#) and [individual](#). In the meantime, the following resources might be helpful.

Scores Between 0 and 30%

Your team needs to start with the basics. The following resources can help them build a foundation.

- Read [Never Split the Difference: Negotiating as If Your Life Depended on It™](#), written by The Black Swan Group's CEO Chris Voss.
- Read [Ego, Authority, Failure: Using Emotional Intelligence Like a Hostage Negotiator to Succeed as a Leader™](#), written by The Black Swan Group's expert trainer and coach, Derek Gaunt.
- [Subscribe to our blog](#) for weekly negotiation tips delivered straight to your inbox.

Scores Between 30 and 80%

Your team has some foundational skills, but these resources can help them become more effective.

- Check out our [Training for Businesses](#) for help working alongside your team to improve negotiation skills.
- Brush up on what you read in *Never Split the Difference: Negotiating as If Your Life Depended on It* with our [free study guide](#).

Scores Between 80 and 90%

Your team is negotiating effectively the majority of the time. For those situations where they aren't quite closing the deal, check out these resources.

- Utilize our [Negotiation One Sheet](#), as discussed in the appendix of *Never Split the Difference: Negotiating as If Your Life Depended on It* to prepare for your next negotiation.
- Review our free e-book, [Never Split the Difference: Negotiating Contracts](#).
- Consider one-on-one or small team coaching sessions with a negotiation expert.
- If you've already had team training with us, it might be time for a refresher course or time to learn more advanced skills, check out our [Training for Businesses](#).

100% Score

Nobody's perfect! Even the best negotiators should constantly be looking at how they can improve.

- Check out our [free resources](#), which offer topic-specific information to help improve certain areas within your negotiation style.
- Sign up for [Negotiation Coaching](#). Our negotiation coaching pairs you with a Black Swan expert to help you build a strategy and walk with you through each interaction of your negotiation.