

	Self	Social
Recognition	<b>Self Awareness</b> <u>Self- Confidence</u> Emotional Self Awareness Accurate Self Assessment	<b>Social Awareness</b> <u>Empathy</u> Organisational Awareness Understanding the environment
Regulation	<b>Self Management</b> <u>Self- Control</u> Trustworthiness Conscientiousness Adaptability Drive and motivation Initiative	<b>Social Skills</b> <u>Influence</u> Inspirational Leadership Developing others Influence Building bonds Team Work and Collaboration

## Negotiation Technique

### 1. Nibble

The nibble technique is used when a negotiator asks for concessions in small “increments”. Your opponent is ready to close the deal, but you throw in one more nibble.

### 2. Vice

This technique asks the simple question,

*“Is that the best you can do?”*

The opposition may come back at you with a lower price, and you haven’t even begun to negotiate. Some sellers will ponder this question, and come back with a lower price. Or, the seller may consider adding some concession to the deal. I use this on my children sometimes.

### 3. Salami

It's called the salami because people eat salami in thin slices, and the person using the tactic takes thin slices off the other person, just asking for small concessions, one after another, and gradually, bit by bit, most of the value is taken off the other person before they realize.

### 4. Quivering pen

In quivering pen technique, you ask for something extra just at the end, but the big difference is that you ask for the extra before you sign the deal, before you shake hands. In fact, just before.

## 4 Dimension of Emotional Intelligence

Emotional Intelligence was first described by **Daniel Goleman**, Ph.D., in the Harvard Business Review. Dr. Goleman has described many important scientific discoveries about emotions and human behavior in his book, "Emotional Intelligence." The book organizes the information into a description of how emotion drives behavior and describes intelligent ways of managing both.

4 Dimension of emotional intelligence are :

- 1) Self Awareness
- 2) Social Awareness
- 3) Self Management
- 4) Social Skills