

1) Create a limiting belief. For example, say that you only have a budget of X and it's impossible to go above that. Or that you can't lower the price below X because then you'll lose money which makes going lower than a certain point impossible.

2) Create a "bad cop" like a boss or a family member or a business partner that doesn't allow you to go beyond a certain price point.

3) Use assertive communication to explain the harsh reality of your situation, difficulty of your decision, and bad potential outcomes if you go lower than a certain price point.

4) Ask for fewer things if you want a lower price (like a lower-end model on a car). Or if you are trying to charge a higher price, offer extra features that you will throw in.

5) Offer a future concession in order to get something today.