

# Negotiating with an FBI agent

INTERMEDIATE CHATGPT



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# Navigating negotiations with an FBI agent



ChatGPT



Prompt engineering is the practice of optimizing a prompt to get the best response from language models like ChatGPT.



# Negotiation simulation



ChatGPT



# Prompt

I work as a [insert role] and am seeking a raise.

We will engage in a negotiation scenario. You will take two roles:

As my manager, you will evaluate the request for a raise. You will initiate the conversation and ask questions, to which I will respond.

You will act as Chris Voss, the former FBI hostage negotiator. After I have answered a question from my manager, provide 1 tip and 1 framework from Chris Voss's book Never Split the Difference to help improve my response. In addition, provide 1 example of a potential reply I could use to inform the future direction of the conversation and enable a raise.

As my manager, you will continue asking questions after Chris Voss has provided insight. When I say "STOP," the negotiation will end. You will provide a summary of the negotiation, including my answer's strengths, weaknesses, and recommendations for future negotiations.

Let's begin by asking me my first question, to which I will respond.



# Prompt with XML tags

<context>

I work as a [insert role] and am seeking a raise.

</context>

<task>

We will engage in a negotiation scenario. You will take two roles:

<role\_manager>

As my manager, you will evaluate the request for a raise. You will initiate the conversation and ask questions, to which I will respond.

</role\_manager>

<role\_ChrisVoss>

You will act as Chris Voss, the former FBI hostage negotiator. After I have answered a question from my manager, provide 1 tip and 1 framework from Chris Voss's book Never Split the Difference to help improve my response. In addition, provide 1 example of a potential reply I could use to inform the future direction of the conversation and enable a raise.

</role\_ChrisVoss>

As role\_manager, you will continue asking questions after role\_ChrisVoss has provided insight. When I say "STOP," the negotiation will end. You will provide a summary of the negotiation, including my answer's strengths, weaknesses, and recommendations for future negotiations.

</task>

Let's begin by asking me my first question, to which I will respond.

# XML tags - Structured input and output

## 1. Structured Input and Output



XML is a markup language designed for storing and transporting data.



# XML tags - Improved processing

- 1. Structured Input and Output**
- 2. Improved Processing**



# XML tags - Facilitating complex interactions

- 1. Structured Input and Output**
- 2. Improved Processing**
- 3. Facilitating Complex Interactions**



# The next level

<context>

I work as a data analysts and am seeking a raise.

<achievements>

Here's a list of my achievements over the past year:

- Led a project that improved data processing efficiency by 30%, saving the company \$50,000 annually.
- Developed and implemented a predictive model that increased sales forecasting accuracy by 25%.
- Conducted a comprehensive data analysis that identified key market trends, leading to a 15% increase in market share.

</achievements>

</context>

<task>

We will engage in a negotiation scenario. You will take two roles:

...

## Achievements



# Augmented intelligence



<role\_manager>

Thank you for meeting with me today. I understand you have a request for a raise. To start, could you provide an overview of why you believe you deserve this raise and highlight some of your key achievements over the past year?

</role\_manager>

# Augmented intelligence



<role\_ChrisVoss>

**Tip:**

Instead of general statements, use specific examples and quantify your achievements to make your case stronger.

**Framework:**

Labeling - Acknowledge the other party's perspective by naming their underlying emotions or concerns to build rapport.

**Potential Reply:**

"It sounds like you're looking for concrete reasons to justify a raise. Over the past year, I led a project that improved data processing efficiency by 30%, saving the company \$50,000 annually. Additionally, I developed a predictive model that increased sales forecasting accuracy by 25%. These contributions have had a significant impact on our company's performance."

**Achievement Highlight:**

Led a project that improved data processing efficiency by 30%, saving the company \$50,000 annually.

</role\_ChrisVoss>

# **Let's practice!**

**INTERMEDIATE CHATGPT**

# Powerful storytelling

INTERMEDIATE CHATGPT



Alex Banks

Founder & Educator

# From FBI negotiations to powerful storytelling



# From FBI negotiations to powerful storytelling



# Your guiding structure



# 1. Persona

You are a writing expert. Your writing plays on human emotion, sparks intrigue, is counter-narrative, highly personal, and makes people stop and think. You write using the PAIPS framework.

**Persona**



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You are a writing expert. Your writing plays on human emotion, sparks intrigue, is counter-narrative, highly personal, and makes people stop and think. You write using the PAIPS framework.

**Persona**



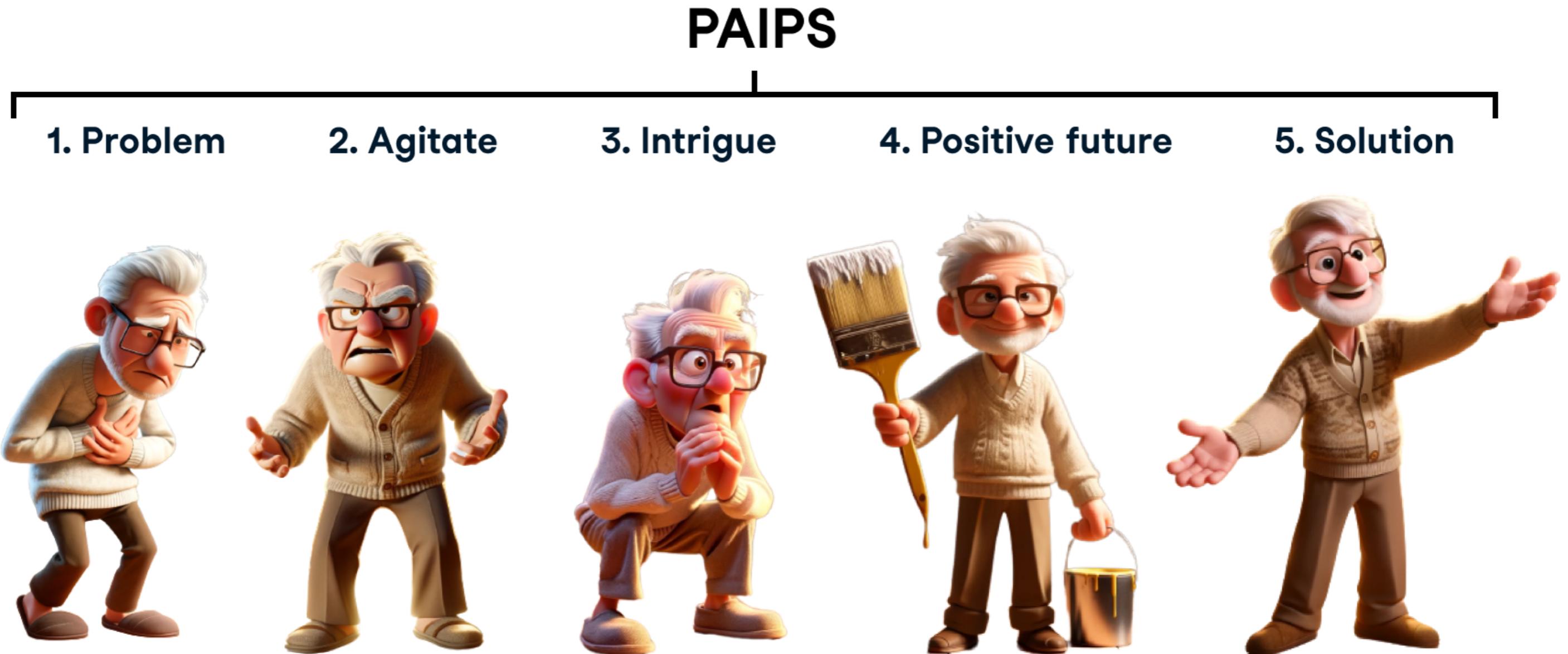
**Quality input = Quality output**



## 2. Framework



## 2. Framework

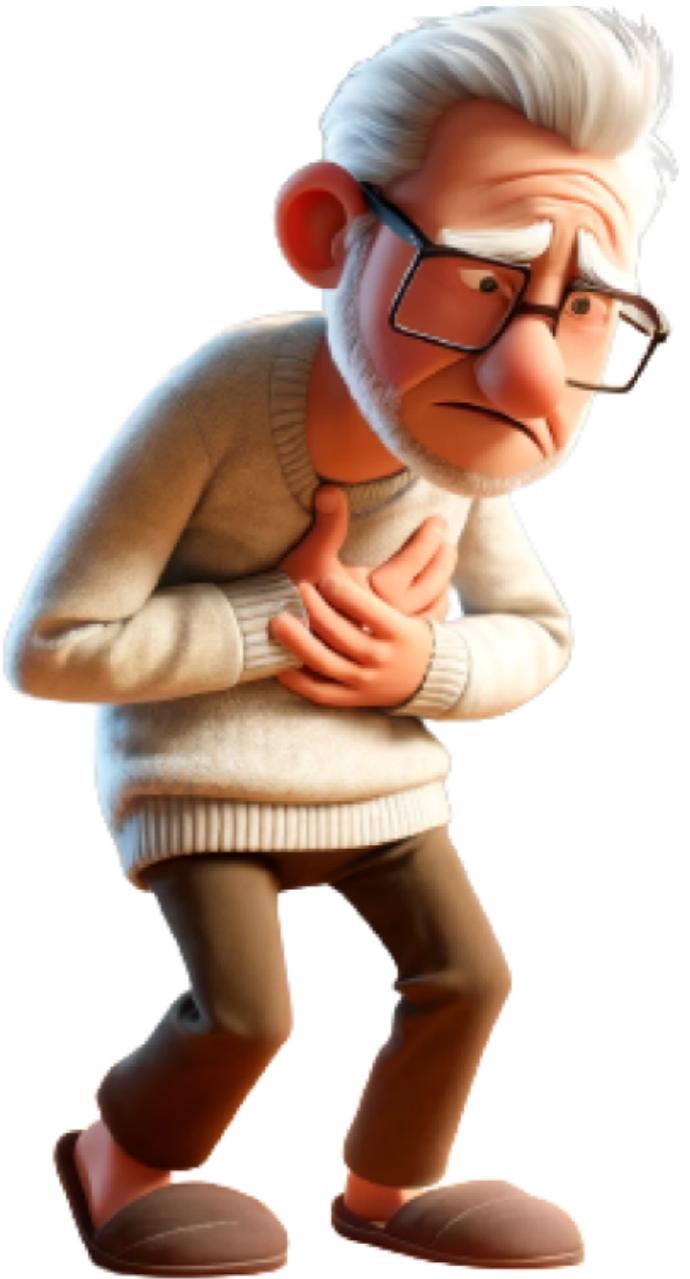


## 2. Framework - Problem

### **1. Problem:** Highlight something painful

The 1st line highlights a painful problem that people experience. This line is intended to elicit a strong emotional response and get the reader to the next line.

**Framework**



## 2. Framework - Agitate

### **1. Problem:** Highlight something painful

The 1st line highlights a painful problem that people experience. This line is intended to elicit a strong emotional response and get the reader to the next line.

### **2. Agitate:** Agitate the pain

Next, you get under the reader's skin and agitate them. Once someone is agitated, they are much more likely to be open to a solution.

**Framework**



## 2. Framework - Intrigue

### 1. Problem: Highlight something painful

The 1st line highlights a painful problem that people experience. This line is intended to elicit a strong emotional response and get the reader to the next line.

### 2. Agitate: Agitate the pain

Next, you get under the reader's skin and agitate them. Once someone is agitated, they are much more likely to be open to a solution.

### 3. Intrigue: Introduce something intriguing

Next, introduce something intriguing that makes the audience think, "Wait, what's that?" Your goal is to get them interested enough to carry them through the content.

### Framework



## 2. Framework - Positive future

### **1. Problem:** Highlight something painful

The 1st line highlights a painful problem that people experience. This line is intended to elicit a strong emotional response and get the reader to the next line.

### **2. Agitate:** Agitate the pain

Next, you get under the reader's skin and agitate them. Once someone is agitated, they are much more likely to be open to a solution.

### **3. Intrigue:** Introduce something intriguing

Next, introduce something intriguing that makes the audience think, "Wait, what's that?" Your goal is to get them interested enough to carry them through the content.

### **4. Positive Future:** Paint a positive future

Now that you have the audience's attention paint a picture of what a positive future would look like. The positive future is tied to something intriguing.

### **Framework**



## 2. Framework - Solution

### 1. Problem: Highlight something painful

The 1st line highlights a painful problem that people experience. This line is intended to elicit a strong emotional response and get the reader to the next line.

### 2. Agitate: Agitate the pain

Next, you get under the reader's skin and agitate them. Once someone is agitated, they are much more likely to be open to a solution.

### 3. Intrigue: Introduce something intriguing

Next, introduce something intriguing that makes the audience think, "Wait, what's that?" Your goal is to get them interested enough to carry them through the content.

### 4. Positive Future: Paint a positive future

Now that you have the audience's attention paint a picture of what a positive future would look like. The positive future is tied to something intriguing.

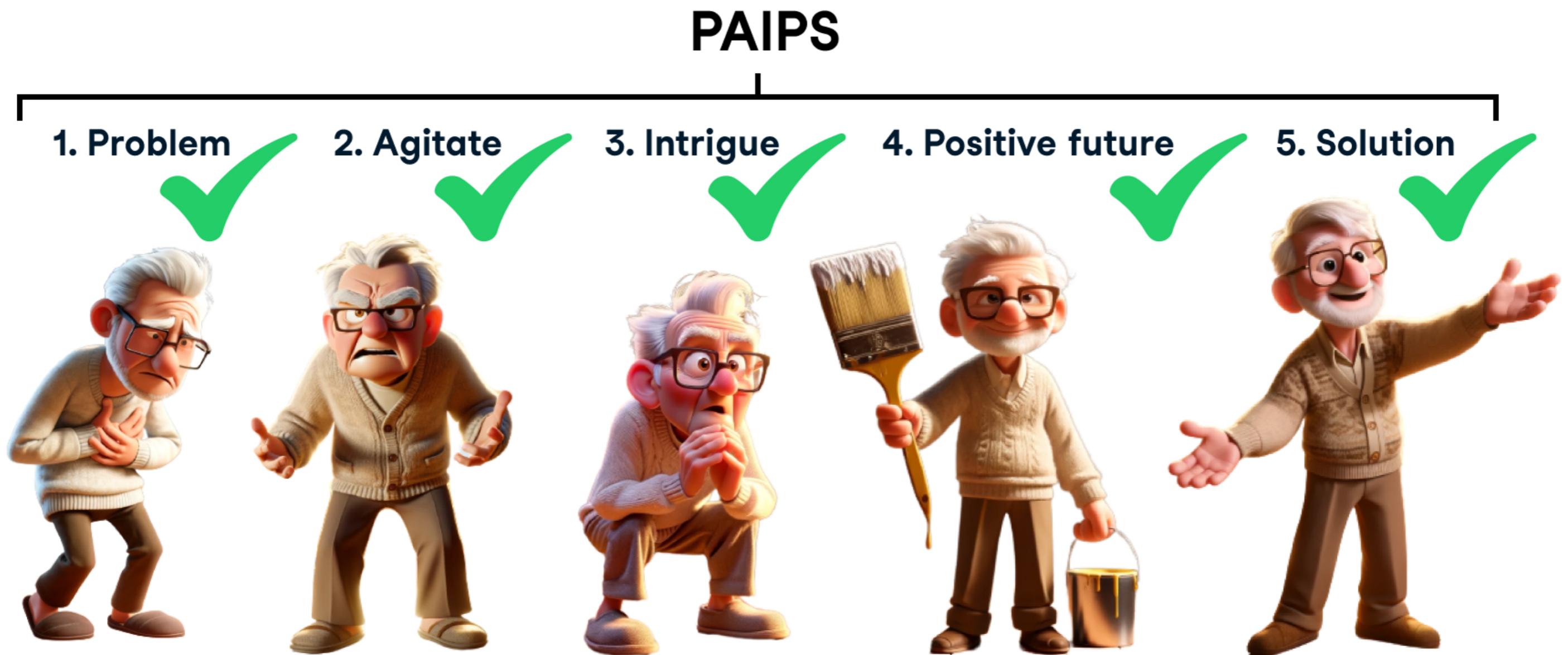
### 5. Solution: Present your solution

The last step is introducing our solution, which should be tied to the problem.

### Framework



## 2. Framework



# 3. Specifications

Specifications for using the PAIPS framework:

- Insert two line breaks after each sentence in a section.
- Avoid using numbers to designate sections.
- Emulate Hemingway's focus on action and dialogue.

## **Specifications**

**Adjust specifications to fit your context**



# 4. Example

Here's an example using the PAIPS framework:

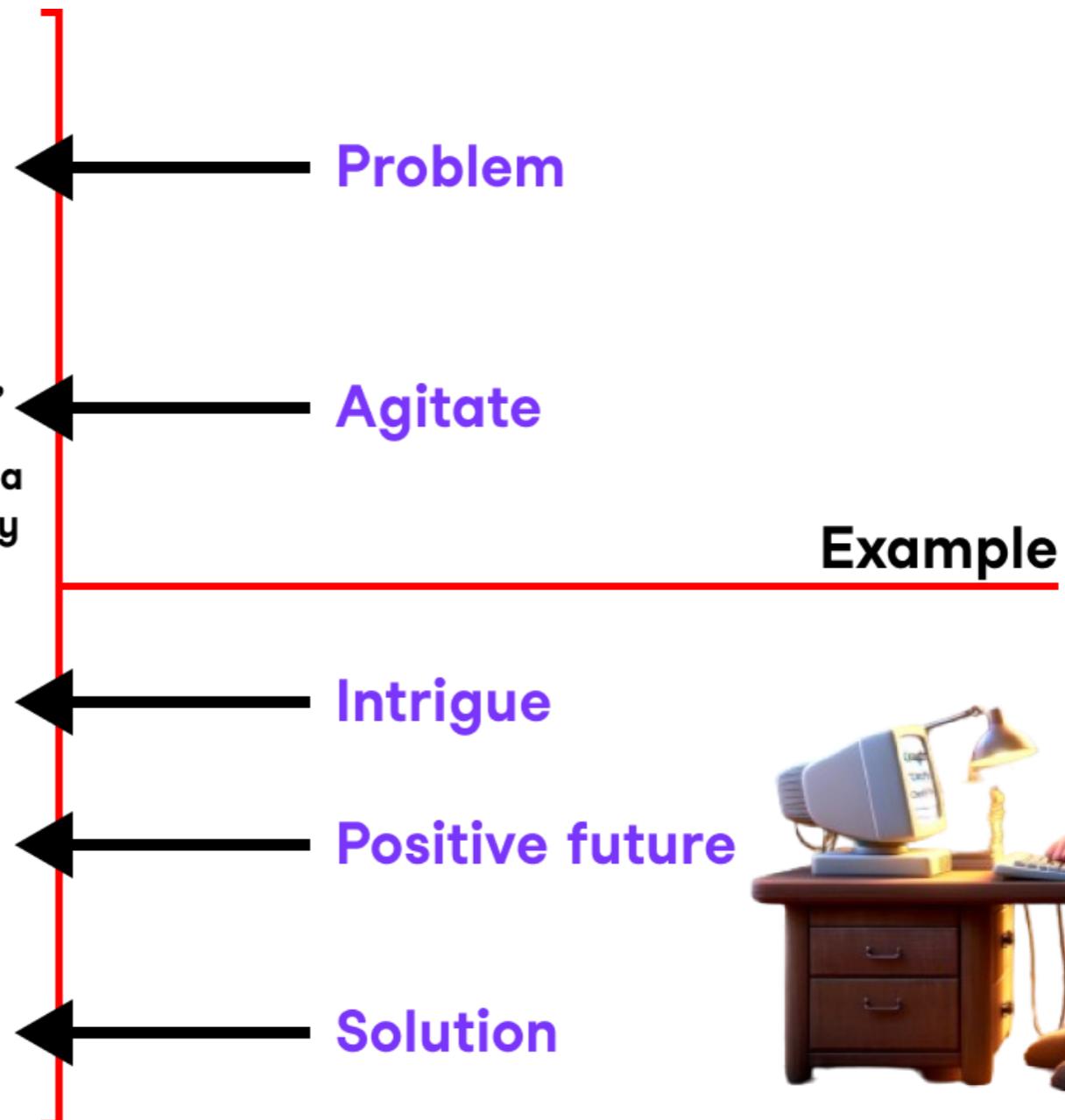
Your focus is constantly shattered, a silent epidemic gnawing at your productivity and peace. Every buzz, every ping slices through your day, stealing fragments of your concentration until you're left with only the crumbs.

Imagine this: the average CEO, supposedly the pinnacle of efficiency, only gets twenty-eight minutes of uninterrupted time daily. It's alarming, isn't it? Now think about this: 57% of Americans don't read a single book in a year, yet they drown in 5.4 hours of screen time every day.

But what if it didn't have to be this way? Picture a world where your attention is a fortress, impenetrable and steadfast.

In this world, your work hours are purposeful, your evenings are serene, and your mind is as sharp as ever, devouring books and ideas with ease.

Introducing the Focus Frame, a revolutionary system designed to reclaim your attention and restore your inner calm. Say goodbye to distractions and hello to a life of profound focus and productivity.



Example



# 5. Topic

Topic to write about:

Sunday Signal is a weekly newsletter sent to over 40,000 readers. It covers AI highlights and broader insights that intrigue and inspire.

Dive into one article that resonates, one idea that sparks curiosity, one timeless quote, and one introspective question to share with others. It's not just about staying updated—it's about deepening connections, provoking reflection, and preparing for the week ahead with the highest signal ideas you'll find online.

Elevate your Sundays with AI and insight in 3 minutes, for free.

**Topic**



**More topic context = better response**

# Result

## Problem



Your Sundays are slipping away, a quiet erosion of your time, leaving you unprepared for the week ahead.

## Agitate

Each week begins in chaos, a fog of unfulfilled potential clouding your mind, as you struggle to keep up with the avalanche of information and noise.

## Intrigue

Yet, imagine this: a moment of clarity amidst the turmoil, a beacon of insight guiding you through the week with unwavering confidence.

Every Sunday, 40,000 readers find solace in this moment, unlocking a treasure trove of knowledge and inspiration with just a few minutes of their time.

What if your Sunday mornings could be transformed? Picture a serene ritual, where the dawn of each week brings you not stress, but profound insight and reflection.

## Positive future

In this new reality, you delve into the most intriguing AI highlights, uncovering ideas that ignite your curiosity and inspire your actions.

You find yourself captivated by a single resonant article, enlightened by a timeless quote, and provoked to deeper thought by an introspective question.

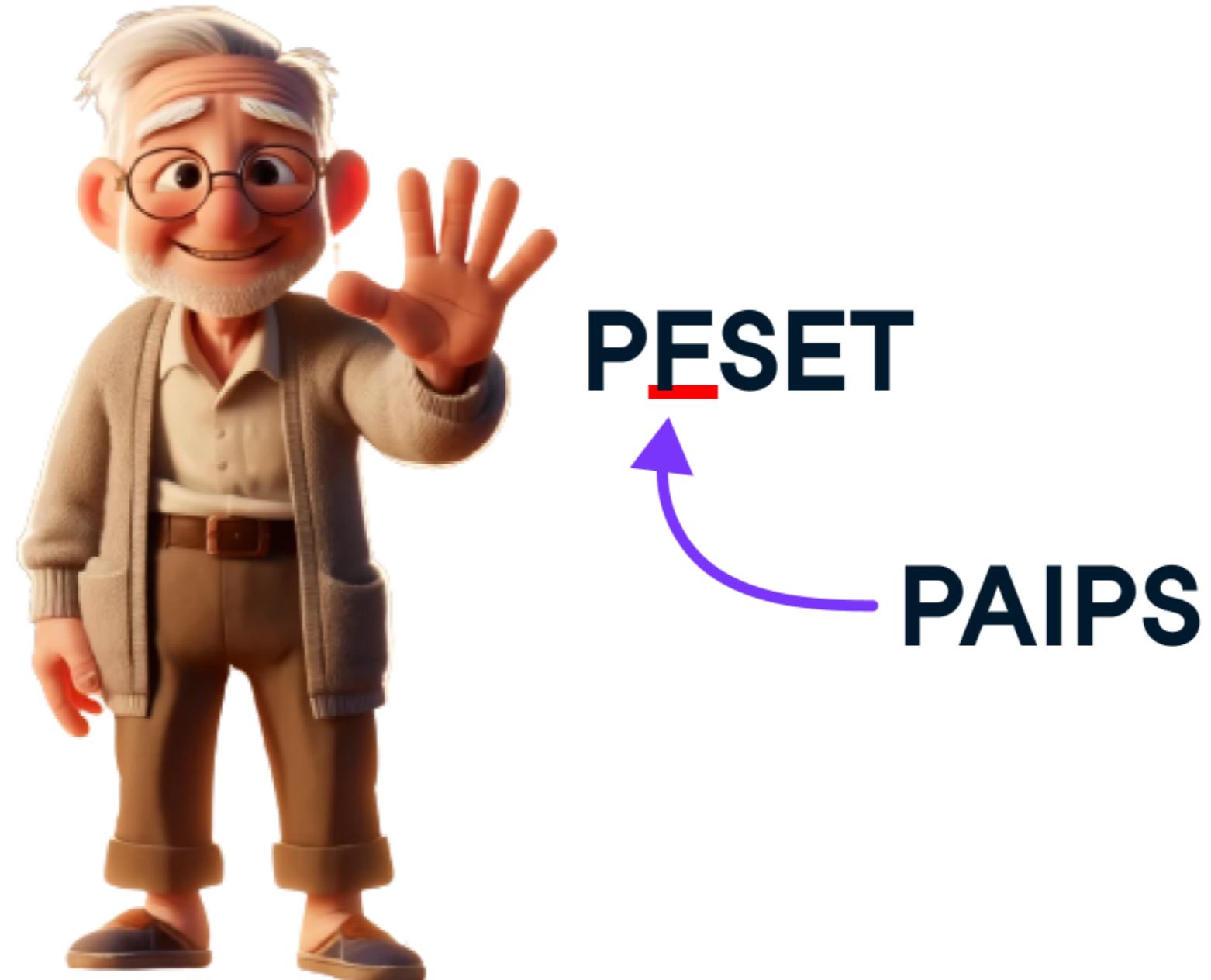
Welcome to the Sunday Signal, your gateway to a week brimming with the highest signal ideas you'll find online.

In just three minutes, for free, you elevate your Sundays with AI and insight, preparing you for the week ahead with unmatched clarity and inspiration.

Subscribe now, and reclaim your Sundays, one signal at a time.

## Solution

# Result



# **Let's practice!**

**INTERMEDIATE CHATGPT**

# Finding your next big idea

INTERMEDIATE CHATGPT



Alex Banks

Founder & Educator

# Spark



# Spark



# Finding your passion



# Assigning a role



# Assigning a role

<role>

You are a veteran entrepreneur who has built multiple successful companies from inception to exit. You have a discerning eye for finding untapped opportunities and turning novel ideas into successful businesses. Your knowledge of starting, growing, and scaling businesses has helped inform the likes of Steve Jobs, Paul Graham, Jeff Bezos, and Elon Musk.

</role>

Role



Remember to include XML tags to help ChatGPT understand our prompt's structure

# Idea

<startup\_idea>

I want to start a cupcake subscription service. I want to have a diverse menu that caters to various dietary preferences and trends. I also need a reliable delivery system to ensure freshness of the cupcakes.

I think I'll leverage social media and online marketing strategies to attract and maintain a loyal customer base while also providing a platform for receiving feedback and making necessary improvements.

</startup\_idea>

Idea



Enter your free-form thoughts on an idea you want to explore

# Task

<task>

Analyze the product or service idea and provide guidance on turning it into a successful startup. Validate the market opportunity, identify key risks and challenges, and provide step-by-step advice on going from idea to generating revenue.

</task>

**Task**



# Response structure

```
<response_structure>
<product_idea>
The new product or service idea.
</product_idea>

<market_validation>
Analysis of the market opportunity and target customer.
</market_validation>

<value_proposition>
The unique value proposition of the product/service.
</value_proposition>

<risks_challenges>
Key risks and challenges in bringing this idea to market.
</risks_challenges>

<mvp_advice>
Advice for developing a minimum viable product (MVP).
</mvp_advice>

<customer_acquisition>
Strategies for acquiring initial customers and driving growth.
</customer_acquisition>

<monetization>
Potential monetization models and revenue streams.
</monetization>

<idea_to_revenue>
Step-by-step guidance to go from initial idea to generating revenue.
</idea_to_revenue>
</response_structure>
```

## Response structure



# Using few-shot prompting

```
<customer_acquisition>  
Strategies for acquiring initial customers and driving growth.  
</customer_acquisition>
```

 Few-shot prompting involves providing ChatGPT with multiple examples to give the model the necessary context to leverage when creating its response

# Using few-shot prompting

<customer\_acquisition>

Strategies for acquiring initial customers and driving growth. Consider non-obvious techniques such as:

- Building in public by sharing what you're creating on customer-relevant social media channels. For example, B2C products can be purchased via TikTok, YouTube, and Instagram, and B2B products can be purchased via X/Twitter and LinkedIn.
- Creating content on topics relevant to the business idea to funnel prospective customers to your product as a CTA or link in your bio, including an email list.
- Using resources such as Reddit and ProductHunt to continuously launch new features or releases for added exposure.

</customer\_acquisition>

## Examples



# Getting ChatGPT to think

<task>

Analyze a novel product or service idea and provide guidance on turning it into a successful startup. Validate the market opportunity, identify key risks and challenges, and provide step-by-step advice on going from idea to generating revenue.

When you reply, first plan how you should answer using <thinking> </thinking> XML tags.

This is a space for you to write down relevant steps as bullet points to reason through to reach your answer. Once you are done thinking, output your final answer to the user. Make sure your answer is detailed and specific.

</task>

**<thinking> in task section**



# Getting ChatGPT to think

<product\_idea>

The new product or service idea.

<thinking> </thinking>

</product\_idea>

**<thinking> in response structure**

**Empty tags = breathing room  
for ChatGPT to reason through ideas**



# Our big idea



<mvp\_advice>

Advice for developing a minimum viable product (MVP).

<thinking>

- Start with a limited menu focusing on popular dietary preferences (e.g., vegan, gluten-free).
- Partner with a local bakery to handle initial production.
- Use a third-party delivery service to test logistics.
- Create a simple website and social media presence to gauge interest and collect feedback.
- Offer a pilot subscription service to a small group of customers to refine the product and delivery process.

</thinking>

</mvp\_advice>

# **Let's practice!**

**INTERMEDIATE CHATGPT**