FBI Negotiating

/

Nibble?

-

Ask for little extras.

/

BATNA?

-

Best Alternative To a Negotiated Agreement

Have a backup.

/

Always be?

-

Nice. Disarming Empathy.

/

When to negotiate for a used car?

-

On a Friday afternoon.

/

How much to offer?

-

Low, annoying but not offensive.

/

How to neutralize the counter offer?

-

Let the other side bargain against themselves.

/

Always sleep on on what?

-

A decision.