

Secrets of power negotiating

lunes, 17 de junio de 2024 07:54 p. m.

Here are the main sections of the book "Secrets of Power Negotiating" by Roger Dawson, along with explanations and examples related to relationships:

Section I: Playing the Power Negotiating Game

Chapter 1: Ask for More Than You Expect to Get

****Explanation:**** Always start by asking for more than what you actually want. This provides room to make concessions and still achieve your desired outcome.

****Example:**** If you want more time together, suggest going on a week-long vacation, knowing that even a weekend getaway would make you happy.

Chapter 2: Never Say Yes to the First Offer

****Explanation:**** Accepting the first offer can leave you wondering if you could have gotten more. Always negotiate to find a middle ground.

****Example:**** When your partner suggests a restaurant, instead of agreeing immediately, propose another place you like to see if they might be flexible.

Chapter 3: Flinch at Proposals

****Explanation:**** Showing surprise or disapproval at an initial offer can make the other party reconsider and offer a better deal.

****Example:**** When your partner suggests skipping date night, show disappointment to make them reconsider and suggest an alternative plan.

Chapter 4: Avoid Confrontational Negotiation

****Explanation:**** Stay calm and composed to avoid escalating conflicts. Use cooperative language and seek solutions beneficial to both parties.

****Example:**** If there's a disagreement about spending habits, discuss ways to budget together instead of accusing each other of overspending.

Chapter 5: The Reluctant Seller and the Reluctant Buyer

****Explanation:**** Show hesitation in accepting offers too quickly to create a sense of value and importance in the deal.

****Example:**** If your partner suggests a weekend trip, express hesitation about the destination to see if they offer a more appealing option.

Chapter 6: Use the Vise Technique

****Explanation:**** Use phrases like "You'll have to do better than that" to pressure the other party into improving their offer without making concessions yourself.

****Example:**** When negotiating chores, if your partner asks you to take on more tasks, respond with "I can do that if you help with the laundry."

Chapter 7: Handling the Person Who Has No Authority to Decide

****Explanation:**** Make sure you are negotiating with someone who can make decisions to avoid wasted effort.

****Example:**** Discuss significant relationship changes directly with your partner rather than through friends or family.

Chapter 8: The Declining Value of Services

****Explanation:**** Emphasize the urgency of your offer or request to encourage quick agreement before its perceived value diminishes.

****Example:**** When planning a special date, highlight that a particular event or opportunity is time-

sensitive to ensure your partner agrees promptly.

Chapter 9: Never Offer to Split the Difference

****Explanation:**** Offering to split the difference too early can result in settling for less than you could have achieved. Negotiate for a better outcome first.

****Example:**** If discussing how often to visit each other's families, don't immediately propose alternating visits; instead, find a schedule that works better for both of you.

Section II: Negotiating Compensation

Chapter 34: Power Comes From Having Options

****Explanation:**** Having alternatives gives you leverage in negotiations. Don't be overly dependent on one outcome.

****Example:**** If you feel your partner isn't investing enough time in the relationship, suggest various activities or interests you can pursue independently.

Chapter 35: The Magic of the Trade-Off

****Explanation:**** Use trade-offs to make concessions that cost you little but are valuable to the other party.

****Example:**** If your partner wants to choose the movie, agree in exchange for choosing the dinner spot.

Chapter 36: Negotiating a Raise in Pay Can Be Nerve-Racking

****Explanation:**** Prepare thoroughly for negotiations involving significant requests to boost your confidence.

****Example:**** When asking for more quality time, plan how to present your case effectively, showing how it benefits both of you.

Chapter 37: Never Negotiate With Someone Who Can Only Say No to You

****Explanation:**** Ensure you're negotiating with someone who has the authority to make decisions.

****Example:**** For relationship issues, discuss directly with your partner rather than seeking advice or mediation from friends who can't make changes.

Chapter 38: Anticipating Objections

****Explanation:**** Prepare for potential objections and have responses ready to address them.

****Example:**** If you anticipate your partner resisting a vacation idea due to cost, come prepared with budget-friendly alternatives.

Chapter 39: Concentrate on the Issues

****Explanation:**** Focus on the main issues at hand without getting sidetracked by minor points.

****Example:**** When discussing living arrangements, focus on essential aspects like location and space, rather than less critical details like décor.

Section III: Negotiating Pressure Points

Chapter 40: Time Pressure

****Explanation:**** Use deadlines to encourage quick decisions and avoid prolonged negotiations.

****Example:**** Suggest a deadline for deciding weekend plans to ensure both of you commit to spending time together.

Chapter 41: Information Power

****Explanation:**** Gather as much information as possible to strengthen your negotiating position.

****Example:**** When planning a trip, research various destinations and deals to present compelling options to your partner.

Chapter 42: Projecting That You're Prepared to Walk Away

****Explanation:**** Show that you are willing to walk away if terms are not favorable, to strengthen

your position.

****Example:**** If your partner is reluctant to compromise on an important issue, gently indicate that you need a resolution that works for both, or you'll need to reconsider.

Section IV: Negotiating Gambits

Chapter 43: Ask for More Than You Expect to Get

****Explanation:**** Start with high demands to leave room for concessions.

****Example:**** If you want to spend more time together, suggest an ambitious plan knowing you can settle for a more practical amount of time.

Chapter 44: Don't Say Yes to the First Proposal

****Explanation:**** Always negotiate to see if a better offer is available.

****Example:**** When your partner suggests an activity, propose an alternative or enhancement before agreeing.

Chapter 45: Flinch at the First Proposal

****Explanation:**** Reacting with surprise can prompt the other party to improve their offer.

****Example:**** When your partner suggests a vacation spot you dislike, show hesitation to encourage them to propose a better option.

Chapter 46: Don't Be Confrontational

****Explanation:**** Maintain a calm and cooperative demeanor to foster positive negotiations.

****Example:**** Discuss relationship issues without raising your voice or appearing accusatory to find mutually agreeable solutions.

Chapter 47: The Vise Gambit

****Explanation:**** Apply subtle pressure with statements like "You'll have to do better than that."

****Example:**** When discussing sharing chores, suggest that a more equitable division is necessary.

Chapter 48: Pressure Without Confrontation

****Explanation:**** Use non-confrontational methods to apply pressure and achieve your goals.

****Example:**** Gently remind your partner of previously agreed plans without sounding pushy or demanding.

Chapter 49: Don't Offer to Split the Difference

****Explanation:**** Avoid splitting the difference too early in negotiations to maximize your outcome.

****Example:**** If negotiating how often to visit each other's families, seek a schedule that works best rather than immediately compromising.

Chapter 50: Don't Take on Their Problems

****Explanation:**** Avoid adopting the other party's issues as your own to maintain a strong negotiating position.

****Example:**** Support your partner emotionally but encourage them to take responsibility for resolving their personal issues.

Chapter 51: Trading Off

****Explanation:**** Use trade-offs to make mutually beneficial concessions.

****Example:**** Agree to watch your partner's favorite movie in exchange for them joining you in an activity you enjoy.

Chapter 52: Good Guy/Bad Guy

****Explanation:**** Use the good guy/bad guy tactic to create leverage in negotiations.

****Example:**** When negotiating plans, you can mention a friend's similar issue to highlight a compromise you both can accept.

Chapter 53: Taper Down the Size of Your Concessions

****Explanation:**** Gradually reduce the size of your concessions to signal that you've reached your limit.

****Example:**** Start with significant compromises in the relationship and then reduce the scale of your concessions to avoid overextending.

Chapter 54: How to Handle an Impasse

****Explanation:**** Strategies to break a deadlock and move negotiations forward.

****Example:**** If you and your partner are stuck on a decision, suggest taking a break and revisiting the discussion later.

Chapter 55: How to Handle a Stalemate

****Explanation:**** Techniques to navigate and resolve a stalemate.

****Example:**** If there's a long-standing disagreement, propose bringing in a neutral third party, like a counselor, to help mediate.

Chapter 56: How to Handle a Deadlock

****Explanation:**** Strategies to overcome a complete deadlock in negotiations.

****Example:**** If neither of you can agree on an important issue, agree to explore new solutions or compromises that haven't been considered.

Chapter 57: Positioning for Easy Acceptance

****Explanation:**** Position your proposals in a way that makes it easy for the other party to say yes.

****Example:**** Frame your suggestions for spending more time together in ways that align with your partner's interests and preferences.

Chapter 58: Nibbling for Your Next Increase

****Explanation:**** After a deal is nearly complete, make small additional requests.

****Example:**** Once you've agreed on a vacation destination, ask for a minor upgrade or additional activity that enhances the trip.

Chapter 59: Let's Make This Win-Win

****Explanation:**** Aim for solutions that benefit both parties to foster cooperation and goodwill.

****Example:**** When planning future activities, ensure that both you and your partner have an equal say and enjoyment.

This comprehensive overview provides insights and examples on how to apply negotiation techniques in relationship contexts, aiming to improve communication and mutual satisfaction.