Negotiation Checklist

Listen: Don’t’ layout your cards too early. Listen to what everyone else has to offer along with their problems and constraints.

Perceived Older: People take older people to be closer to reality due to their experience. Talk slower, dress older, wear glasses, grey hair, share how long you have been in the business.

Intimidate: Stare people in the eyes, maintain silence between speaking, define your expectations and put a fence around them.

Anchor: Putting something in visual form makes people think it is set in stone.