

Decide to negotiate	Conquer fear and pride: it's only a game	Need never fail - you can always crumble
Prepare	Set your walk away point	See their weak viewpoint
Preamble	Try not to open first	Ask questions & listen: their needs & weaknesses
Opening	Just beyond your best hope	Don't open with a round number
Bargaining	Move in small steps	If... then... not unilateral concessions
Closing	Split the difference? "No"	The Nibble: "No"
Review	How could I do better?	I did well