

Title:

Career - Test Your Negotiation Skills

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Summary:

Negotiation is part of every professional's life. To negotiate, means to arrive at an understanding with another person, so that both of you are satisfied with the results.

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Article Body:

Negotiation is part of every professional's life. To negotiate, means to arrive at an understanding with another person, so that both of you are satisfied with the results. Do you know what is your skill in negotiation? If not, why not test and find out because most of our interactions demand negotiation. You are negotiating with your love partner about which place to go for dinner. You negotiate with your co-workers about how to divide the work. You negotiate with your clients about prices and you negotiate with your boss about your paycheck. Let us discuss important test factors of a negotiation.

Understanding Need - If you are a good negotiator, you would begin with understanding the need of the opposite party. Only after you get that understanding will you proceed further. The first requirement is to find out what the other person wants. If you are arguing with your spouse about which restaurant to go for dinner, find out his/her need. Do they want to have dinner outside or they are looking to get away somewhere for sometime? if later is the case, your choices increase many times.

Specifying Your Needs - Please spell out your needs clearly to the opposite party. Let them know very clearly about what you are looking for. If your boss knows that your real need is not rise in pay, but higher status, he/she can work out a solution quickly. Therefore please convey your needs clearly.

Reaching Understanding - This is the result both of you are seeking. If both the parties can modulate their needs so that they meet each other's expectations, this can be done easily. Flexibility at this stage depends upon how much both of you are interested in negotiation. If both of you want a result without hurting

the relationship, flexible approach is a primary requirement. Otherwise, one of you will walk away. Your skill as a negotiator depends upon satisfying you, the other party and getting a good result. You need to develop good thinking skills, communication ability and an understanding of the personalities and what drives them to act. Test yourself about these factors and find out how good a negotiator are you?