

PRIORITIES FOR NEGOTIATING

Who are you negotiating with? How important is this person to you?

Example: "This is my boss' boss, and I need to stay on his good side."

What is your objective in the negotiation?

Example: "I want to get a promotion."

How do you feel going into it and why?

Example: "I'm really nervous because this guy is intimidating."

Decide what order of importance the following should take: the relationship, your own self-respect, and your objective.