

# Unconventional, yet Powerful, Negotiation Techniques

*Michael Seaver*

# Agenda

6-Step Preparation Process

5 Conflict Styles

Unconventional Techniques



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## Polling Question #1

When entering into a negotiation, what percent of the time do you know what your counterpart's goals or objectives are?

- A. 0%
- B. 1% - 24%
- C. 25% - 49%
- D. 50% +

# 6-Step Preparation Process

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# 6-Step Preparation Process

1. Be specific about what you want and don't want
2. Know what your counterpart wants and doesn't want
3. Identify possible concessions
4. Know the alternatives (your BATNA)
5. Know the counterpart and subject matter
6. Rehearse

A handwritten signature in orange ink that reads "MICHAEL S. SEAVER". The signature is stylized, with a large, flowing "M" and "S".

## Polling Question #2

In high stress situations, is your default style to \_\_\_\_\_ (with) a counterpart?

- A. Compete
- B. Collaborate
- C. Accommodate
- D. Avoid

# 5 Conflict Styles

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Task / Unfavorable

## C Procedures / Constraints

Emotion - Fear

Fear - Criticism of Work

**AVOID**

C

D

## Problems / Challenges

Emotion - Anger

Fear - Being Taken Advantage Of

**COMPETE**

Introvert / Less Powerful

Extrovert / More Powerful

Implementor

Innovator

## S Pace / Consistency

Emotion - Non-emotional

Fear - Loss of Security

**ACCOMMODATE**

S

I

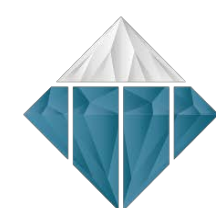
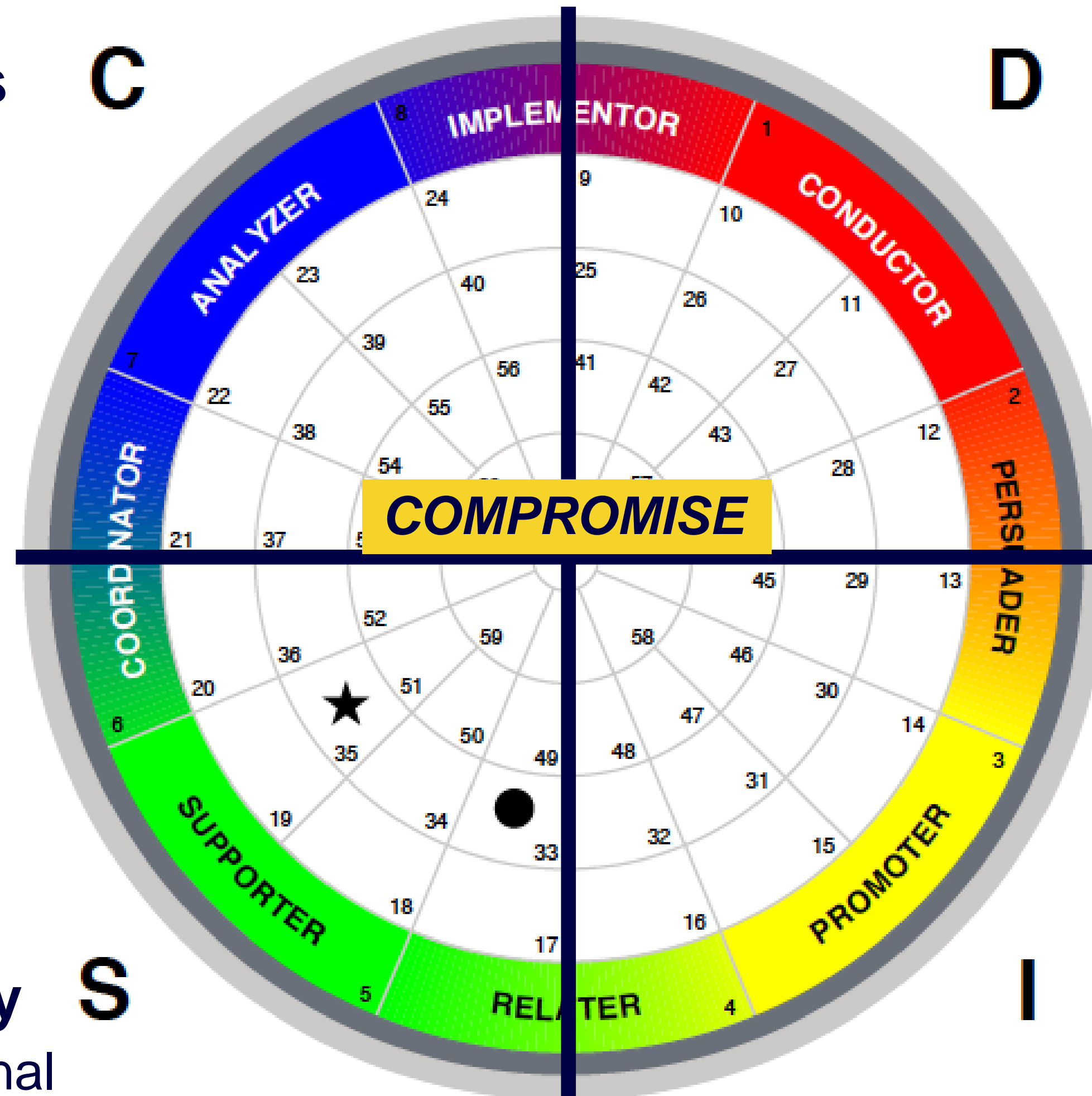
## People / Contacts

Emotion - Optimism

Fear - Social Rejection

**COLLABORATE**

People / Favorable



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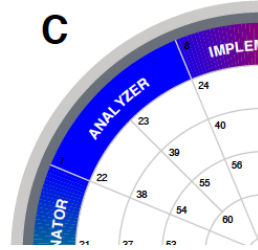


# 5 Conflict Styles

- **Competing** –  – assertive & not cooperative
  - Satisfy own concerns at other's expense
  - Classic win/lose scenario
- **Collaborating** –  – assertive & cooperative
  - Ensures everyone is heard, still asserts own opinion
  - Seeks win/win solution that satisfies all parties
- **Accommodating** –  – unassertive & cooperative
  - Satisfy others' concerns while neglecting own
  - Attempt to sustain the relationship by not pushing for what you want

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# 5 Conflict Styles

- **Avoiding** –  – unassertive & uncooperative
  - Ignore the issues
  - Conflict is not addressed
- **Compromising** – both assertive & cooperative
  - Understands that both parties have pain points
  - Attempts to address both party's concerns

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### Polling Question #3

Have you read Robert Cialdini's book, *Influence: The Psychology of Persuasion*?

A. Yes

B. No

# Unconventional Techniques

*MICHAEL SEAYER*

# Unconventional Techniques

1. Choose a day with nice weather
2. Choose an early time
3. Negotiate at your office
4. Schedule a future interaction
5. Disclose personal information



# Unconventional Techniques

6. Provide an unsolicited favor
7. Become angry (when appropriate)
8. Reveal your BATNAs
9. Rank order the terms
10. Make the first offer



## Polling Question #4

Have you read Daniel Pink's book, *To Sell Is Human: The Surprising Truth About Moving Others*?

A. Yes

B. No

# In Closing...

6-Step Preparation Process

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