

## In negotiation, practice makes perfect

When it comes to negotiating, there are **times** when someone gets what he wants and someone else, plain and simple, **loses out**. At its worst, the losing party may feel so **disheartened** by not getting his way that he almost **foams at the mouth** to be in your presence.

Many of us naturally **temper** the intensity of our negotiating tactics depending on who our bargaining partner is. Are we dealing with someone we have a long-term relationship with or will this be a one-time **encounter**? When you sell your house, for instance, tough tactics are commonplace, as buyer and seller are not likely to **cross paths** again. But if you use this same type of hardball **grilling** with a colleague, you are only asking for trouble.

Learning how to artfully **stand your ground** – and, better still, how to convince others to follow your direction without creating negative feelings – is a skill worth developing. And it is not as easy as it seems. Some of us are good at **pushing our weight around** without fully realizing the impact on the recipient. Others **give in** way too quickly.

Certainly it helps to be in a management position. Any good subordinate knows that, at the end of the day, what the boss says goes. **Yet** before the final decision is made there may be some room to **advance your ideas**. And then, knowing what to say – and how to say it – may just **give you the upper hand** and lead to that sensational rush when you realize that you just **got your way**.

We all know the feeling. Blood races to your brain; you pump your fist in the air and instinctively shout-out a **resounding** 'Yes!'. Winning is very cool. And indeed, where negotiating is concerned, practice makes perfect.

## Glossary

<b>advance</b>	edistää
<b>cross paths</b>	kohdata
<b>disheartened</b>	masentaa jkn mieli
<b>encounter</b>	kohtaaminen
<b>foam at the mouth</b>	olla raivoissaan
<b>get your way</b>	saada tahtonsa läpi
<b>give in</b>	antaa myöten, taipua
<b>give someone the upper hand</b>	antaa jklle yliote
<b>grilling</b>	hiillostaminen
<b>lose out</b>	epäonnistua
<b>push your weight around</b>	mahtailla, pomottaa
<b>resounding</b>	raikuva
<b>stand your ground</b>	pitää puolensa
<b>temper</b>	lieventää
<b>yet</b>	(ja) kuitenkin