

## 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>	främja
<b>bargaining partner</b>	förhandlingspartner
<b>commonplace</b>	vanlig
<b>cross paths</b>	stöta på varandra, råka på varandra
<b>disheartened</b>	modfälld
<b>encounter</b>	möte
<b>fist</b>	knytnäve
<b>foam at the mouth</b>	tugga fradga, vara mycket arg
<b>give in</b>	ge efter
<b>hardball grilling</b>	gå på någon hårt
<b>lose out</b>	förlora
<b>losing party</b>	den förlorande parten
<b>one time</b>	engångs
<b>push one's weight around</b>	använda sitt inflytande till att få/driva sin vilja igenom
<b>resounding</b>	rungande
<b>stand one's ground</b>	stå på sig, inte ge efter
<b>subordinate</b>	underlydande
<b>temper</b>	ändra på, modifiera
<b>upper hand</b>	övertag, fördel