

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

advance your ideas	to do something that will help your ideas be accepted by others
cross paths	to meet someone
disheartened	disappointed
encounter	an occasion when you meet someone
foam at the mouth	to be very angry
get your way	to get other people to allow you to do what you want
give in	to finally agree to what someone wants, after refusing for a period of time
give someone the upper hand	to get to a situation where you have more power than someone else
grilling	questioning someone closely
lose out	to not get something because someone else gets it instead
push your weight around	to behave in a way which shows that you are more important or powerful than other people
resounding	clear and emphatic; unmistakable
stand your ground	to refuse to change your mind about something
temper	to make something less strong