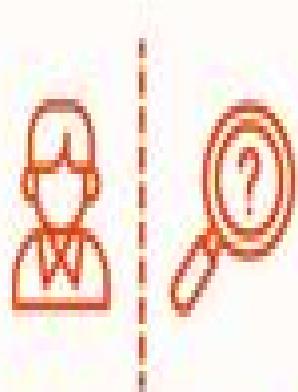


The 4 Fundamentals of Principled Negotiations



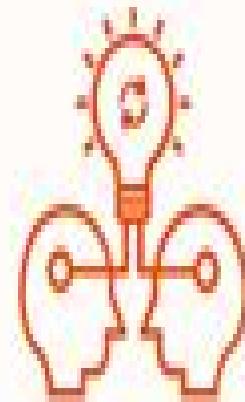
PEOPLE

Separate People
from Problems



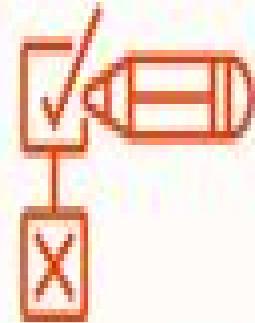
INTERESTS

Focus on Interests,
Not Positions



OPTIONS

Generate Options
For Mutual Benefit



CRITERIA

Use Objective
Criteria

Source: Getting to Yes, Roger Fisher and William Ury, of the Harvard Negotiation Project

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Negotiation by the Book Gordon Tan,2011-05-18 Negotiation is a key skill in life and in the marketplace Every one gets involved in negotiation and oftentimes without being aware of it Every business transaction requires negotiation After more than 10 years working as a negotiator for telecom services for a Fortune 500 company the author realized that the majority of the principles and practice he used that worked have already been written long ago in the Holy Bible From the book of Genesis to Revelation there are examples of negotiations both good and bad Very few of these principles are discussed in negotiation books available today How do they correlate and align to real life negotiations The author also spends his time ministering as a lay pastor preaching and sharing the Word of God and the Kingdom of Heaven One day the Holy Spirit just lighted into his heart the idea to combine both his passions supplier negotiation and Bible principles into a simple devotional like book This book has been written from the buyer s point of view in negotiation with suppliers It presents the biblical nuggets for Strategy and preparation Negotiation dynamics Contracts and agreements Supplier management Quality and performance Man relate to rules but God rules by relationship It is not the other way around There is no such thing as a real win win in negotiation only an alignment of expectations **Words on Cassette** ,1995 **Time & Tide** Helen A. Archdale,Margaret Haig Thomas Mackworth (Viscountess Rhondda),1961 Forthcoming Books Rose Arny,1994

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