



ChIPs

ADVANCING WOMEN
TECH • LAW • POLICY

Enhancing Your Negotiation Skills Julie Matlof Kennedy & Janet Martinez

2019 NEXT GEN



WHAT IS NEGOTIATION?



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COMMUNICATION AIMED AT AGREEING ON CHANGE



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MEANS BY WHICH TO DO BETTER BY MUTUAL AGREEMENT THAN BY UNILATERAL ACTION



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WHAT DOES SUCCESS LOOK LIKE?



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THE SUCCESSFUL NEGOTIATOR'S SUPER POWER



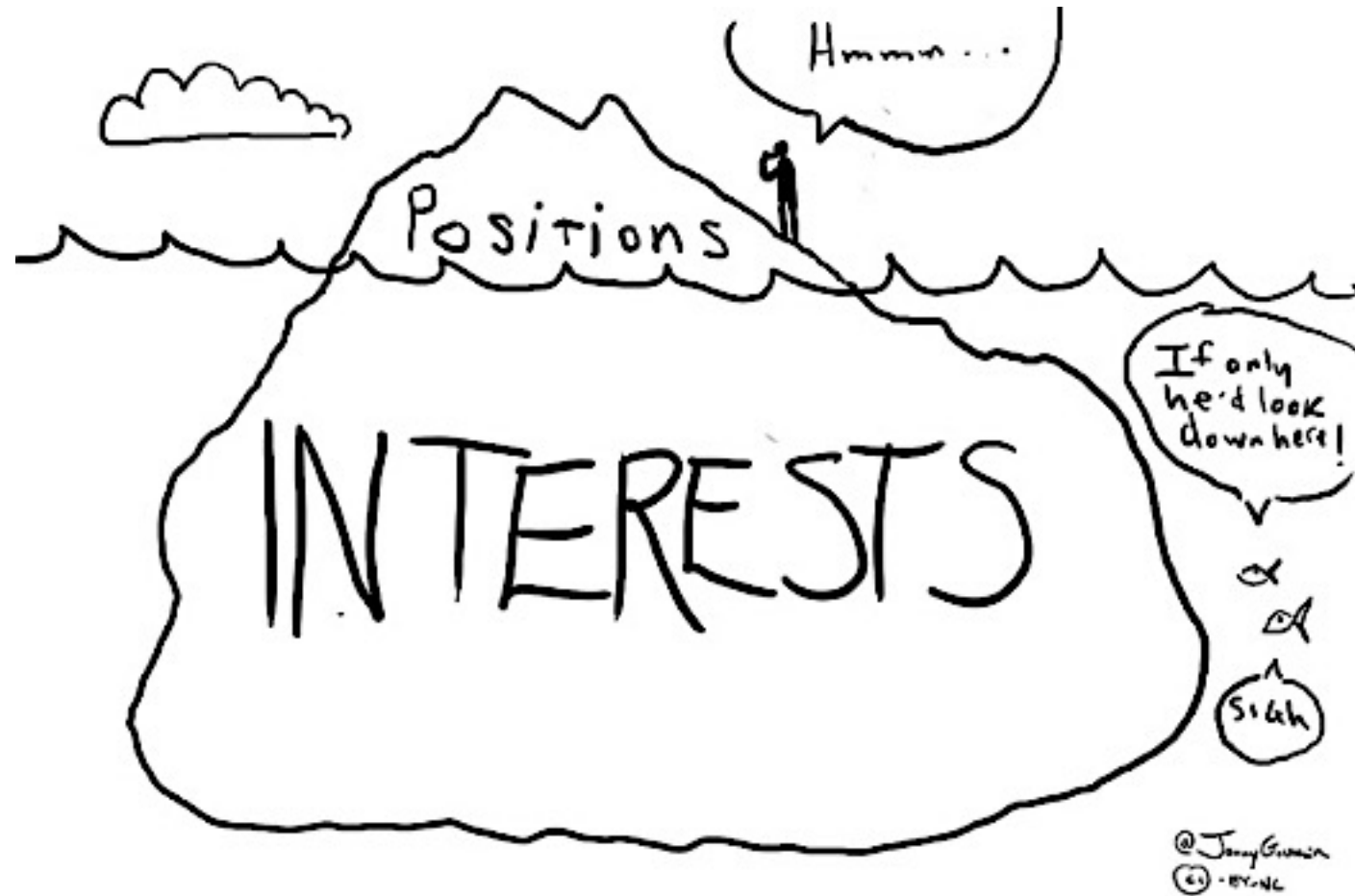
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PREPARATION



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INTERESTS



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STYLES



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THE \$1000 GAME



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BATNA



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GOALS & EXPECTATIONS



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RESERVATION POINT



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INFORMATION GATHERING



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DON'T BUY THIS BOOK



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RACE HORSE



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YOUR TURN...



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SUGGESTED READING

Bargaining for Advantage, G. Richard Shell (3d Ed. 2019)

Beyond Winning: Negotiating to Create Value in Deals and Disputes, Robert Mnookin (2004)

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Thank You!

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