

Negotiation Skills

The video "[Negotiation Skills](#)" discusses negotiation and gives advice you can try out during negotiations in your own life. From being as direct as possible to knowing your facts, there are many strategies you can apply to increase your success while negotiating.

Try This!

There are many common myths about negotiations and what makes someone a strong negotiator. Read through the "advice" below and decide which pieces of advice are true and which are false. For those that are false, use the lines below to explain why you believe the piece of advice isn't true.

Negotiation: Truth or Myth?

1. In a negotiation, you either win or lose. True/False

2. Strong negotiators try to find common ground or shared interests while negotiating. True/False

3. Good negotiators have lots of opinions and like to argue. True/False

4. Negotiating often involves telling lies. True/False

5. To prepare for a negotiation, you should research your topic. True/False

Bonus:

Think of something in your own life you would like to try negotiating. What steps could you take to prepare for this negotiation? What might you say?

Answer Key: 1. False Good negotiations should result in a win-win solution or the best possible solution for both parties. 2. True 3. False Good negotiators understand that the negotiation process is about persuasion not arguing. Arguing or forcing your opinions on the other party is unlikely to result in a good solution. 4. False Lying shouldn't be part of a negotiation. Lying can lead to distrust and make the other party less likely to work with you again in the future. 5. True