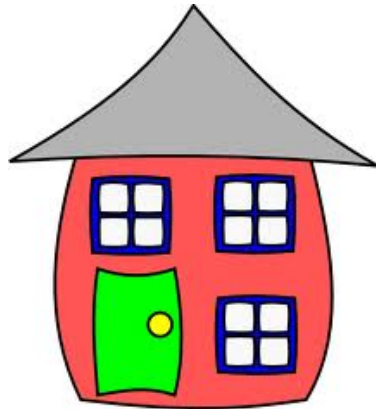


Negotiation Gambits

Introduction

- **Negotiation** process occurs always in your daily life / home / work and politics
- You apply **negotiation gambits** and gambits are applied on you
- You are in a **continuous negotiation**



11/7/2018



Negotiation Gambits



2

Negotiation Gambits



Ask for
More

Nibbling

Higher
Authority

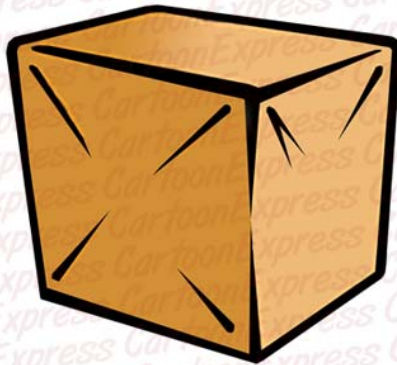
Red
Herring

Good Guy
& Bad Guy

Ask for More



Goal



Request



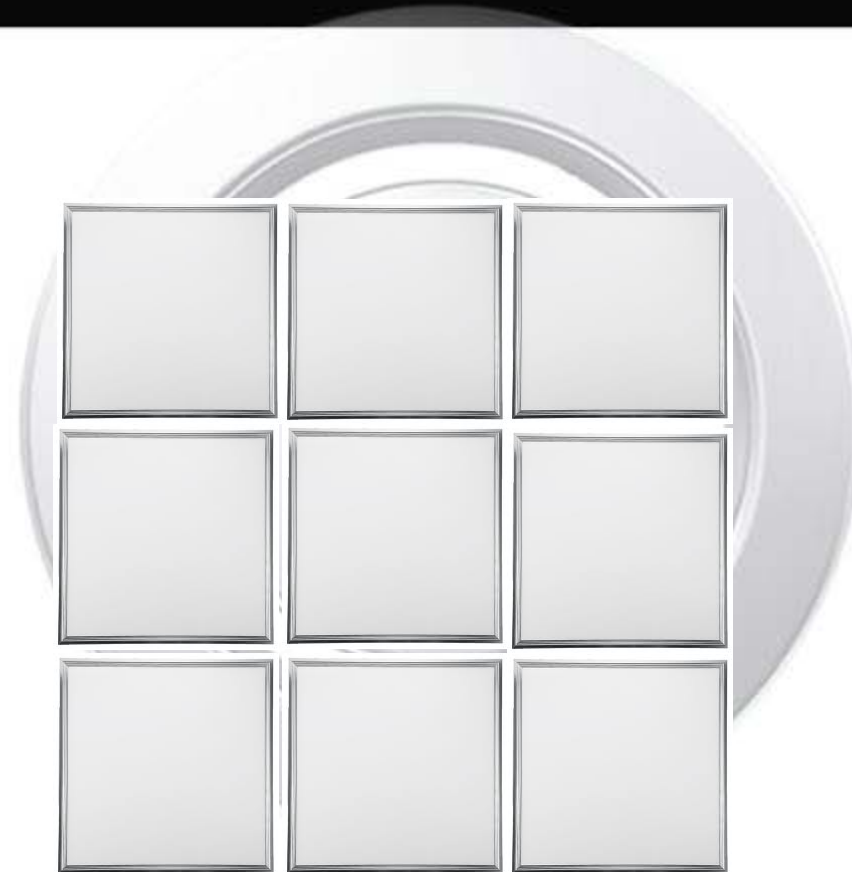
Ask for More

“Ask for more than what you want or expect”

- Agreeing on price
- Contracts Negotiations
- Counter Gambit:
 - Ask for more as well
 - Bracketing



Nibbling



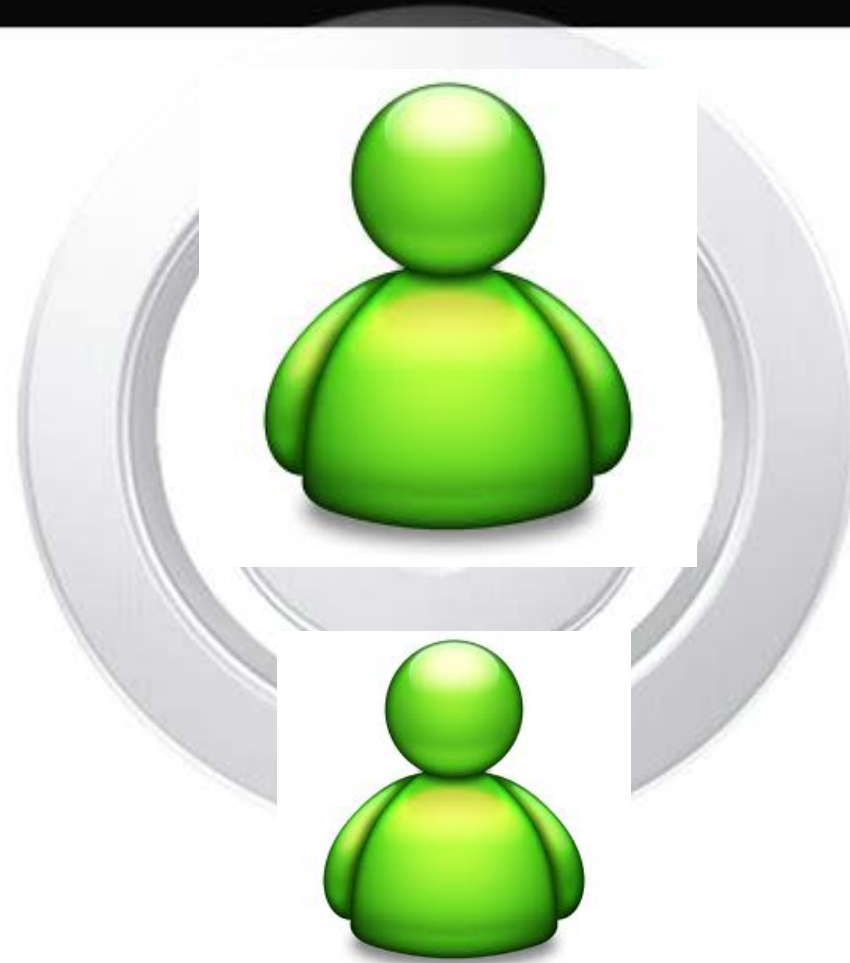
Nibbling

“Do not ask for all your requests at the same time”

- Fast Food
- Sons and Parents
- Counter Gambit:
 - Nice Talk / Smile / Fair enough deal reached
 - Higher Authority



Higher Authority



Higher Authority



“To win time / refuse by referring to higher authority”

- Children and Parents
- Democracy
- Counter Gambit:
 - Talk to someone at same/higher level
 - Have your higher authority

Red Herring



Red Herring

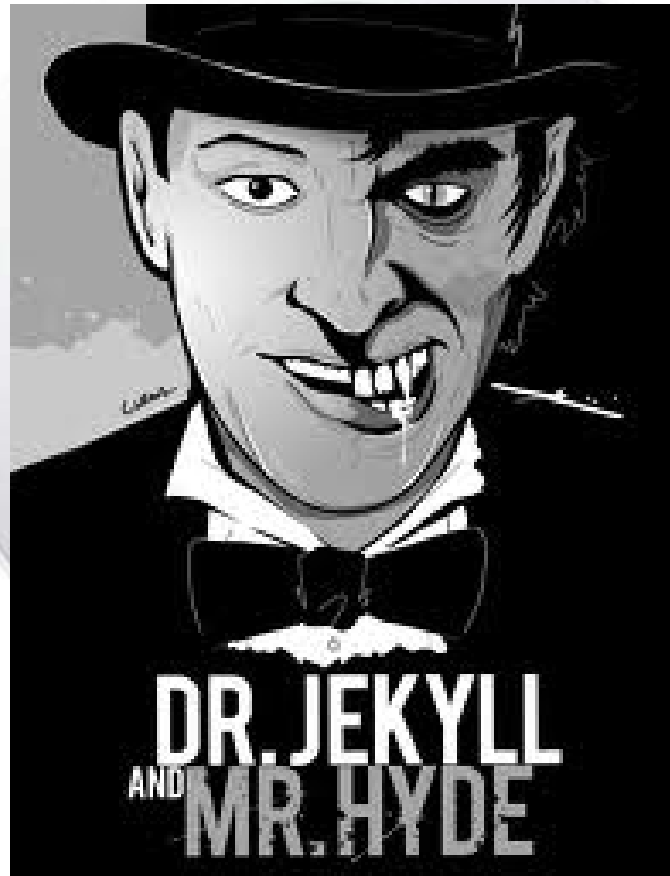


“Give the other side a false victory to get your victory later”

- Seller
- North Korea / South Korea Negotiations
- Counter Gambit:
 - Focus on the main stream



Good Guy & Bad Guy



Good Guy & Bad Guy



“To play negotiations with two faces tough and flexible”

- Father and Mother
- Interrogations
- Counter Gambit:
 - Both are one for you
 - Have your higher authority

