

Unleash the Power of Purepost

The background is a complex, low-poly geometric pattern composed of numerous triangles in various shades of teal, green, and blue. The colors transition from darker tones on the left to lighter, brighter tones on the right. The text is positioned on the left side, overlaid on the darker geometric shapes.

EFFECTIVE NEGOTIATION

WHAT IS NEGOTIATION



NEGOTIATION IS ABOUT
COMMUNICATION

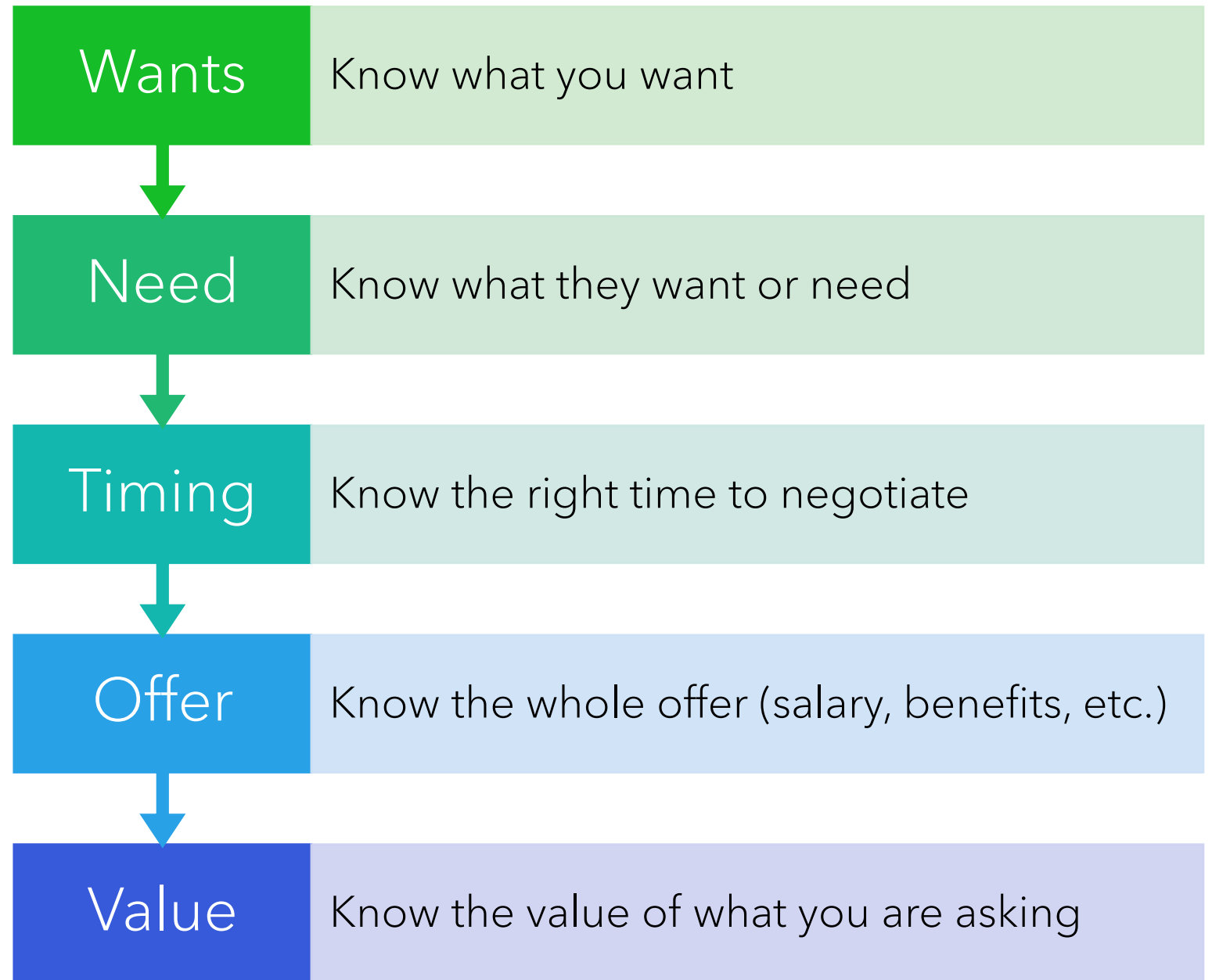


IT IS NOT A DISPUTE



IT'S ALL ABOUT
COLLABORATION

PREPARING TO NEGOTIATE



DURING THE NEGOTIATION PROCESS



Listen more than you speak



Find a common ground



Create Win/Win situations



Be creative, it doesn't have to always be about money



Be willing to walk away

CREATIVE THINGS TO NEGOTIATE IN THE WORKPLACE

- Salary
- Leave of absence or vacation time
- Health Care
- Flexible work schedule
- Consulting or freelance services
- Stock Options
- Membership Dues/Conference Fees
- Telework
- Tuition Reimbursement
- One-time sign-on bonus

COMMON NEGOTIATION ERRORS

Difficulties in
Communication

Lack of Trust

Trying to take
every inch

Unrealistic
expectations

Overconfidence

Unchecked
emotions