

# PRINCIPLED NEGOTIATION

## Elements of Principled Negotiation



## PRINCIPLED NEGOTIATION

01

Thinking in terms of underlying interests rather than declaring rigid positions

02

Staying open to and imagining various options before committing to one solution

03

Using objective criteria as much as possible for determining fair outcomes

04

Being prepared to walk away if necessary, & know what other possibilities you have

# Psychological Influence In Negotiation An Introduction

**SA Adler**



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