

## **Full list of 61 negotiation skills slides**

1. Two principles of assertion
2. Two types of negotiation
3. Two ways to view interpersonal fear
4. Two aspects of a negotiation interest
5. Two aspects to a negotiation position
6. Three levels of listening
7. Three ways to manage emotions well
8. Three thoughts on interests and positions
9. Three aspects of a conflict situation
10. Three keys to persuasion
11. Four steps to negotiation
12. Four ways to persuade
13. Four dilemmas for negotiators
14. Four essentials for negotiation
15. Four reasons not to show your hand
16. Four sources of conflict
17. Four ways to manage emotions
18. Four aspects to a negotiation interest
19. Four emotional realities
20. Four steps to negotiation
21. Four ways not to persuade
22. Four ways to get off to a good start when negotiating
23. Four ways to persuade
24. Four stages of negotiation
25. Four major obstacles to negotiation
26. Five things negotiators must know
27. Five ways to handle conflict

28. Five ways to get past 'no'
29. Five rules for investigative negotiation
30. Five factors around power and influence
31. Five traps to be wary of when negotiating
32. Five realms of emotional intelligence
33. Five 'C's of negotiation
34. Six types of assertion
35. Six ways to make people like you
36. Six parts to a BATNA – best alternative to negotiated agreement
37. Six sources of power
38. Six parts to the LISTEN model
39. Six mistakes in negotiation
40. Six questions to prepare emotionally for negotiation
41. Six ways to manage your emotions
42. Six principles of behaviour
43. Six levels of listening
44. Six things really good negotiators do well
45. Six questions on personal power
46. Six reasons we don't use personal power
47. Six parts to the POTASH negotiation model
48. Seven types of power.
49. Seven sources of conflict.
50. Seven steps to rational negotiation.
51. Eight signs of a successful negotiation team.
52. Eight things negotiators can do.
53. Eight keys to negotiation.
54. Eight pros and cons of conflict.
55. Nine tips for negotiators.

56. Nine keys to negotiation.
57. Nine ideas for negotiators
58. Ten ways to counter an impasse.
59. Eleven things only the best negotiators do...
60. Twelve ways to win people to your way of thinking.
61. Thirteen key issues around negotiation

[andrew@andrewgibbons.co.uk](mailto:andrew@andrewgibbons.co.uk)

[www.andrewgibbons.co.uk](http://www.andrewgibbons.co.uk)

Phone: 07904 201 474