

NEGOTIATION

A pair of weathered, brown hands is shown from a top-down perspective, cupping a small, vibrant green seedling with four leaves. The seedling is growing out of a mound of dark, rich soil. The background is a dark, textured surface, possibly more soil or a dark fabric, which makes the hands and the plant stand out. The lighting is dramatic, highlighting the texture of the skin and the freshness of the plant.

ESSENTIAL PM SURVIVAL SKILL

By Sathi Vanigasooriar

NEGOTIATION.....

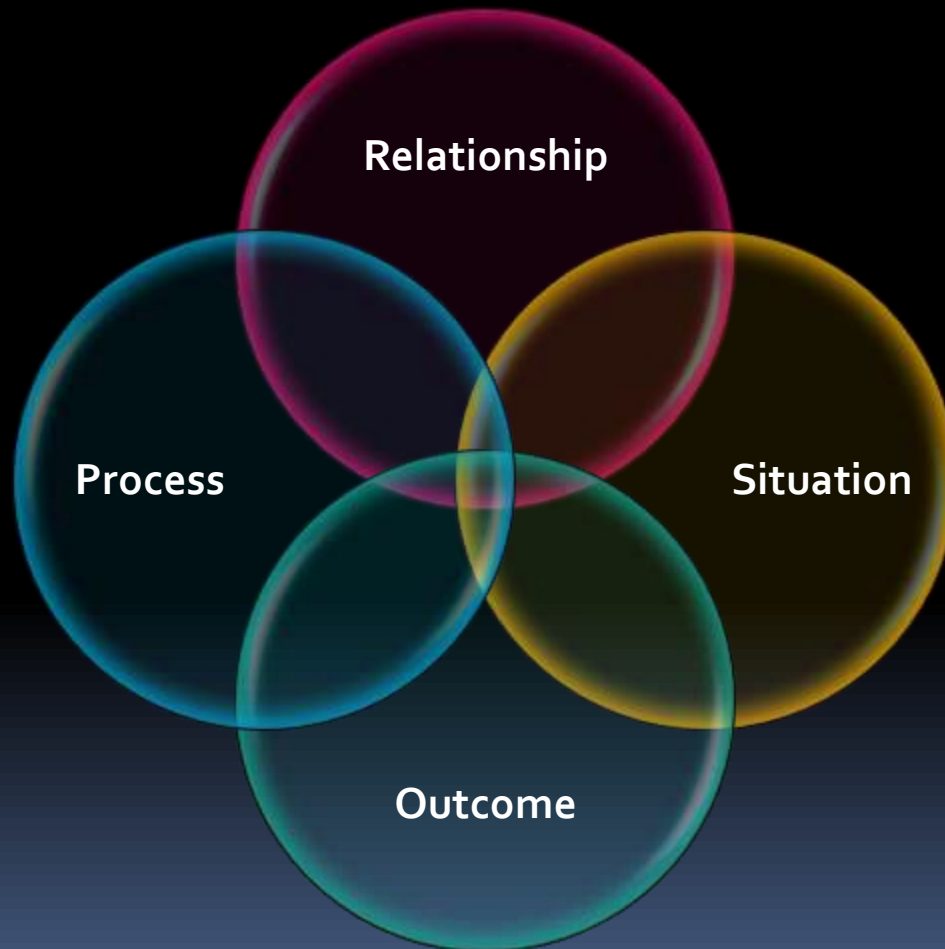


Mind You,
I was born with this skill



Excuse Me,
I was an expert even before birth

NEGOTIATION DYNAMICS

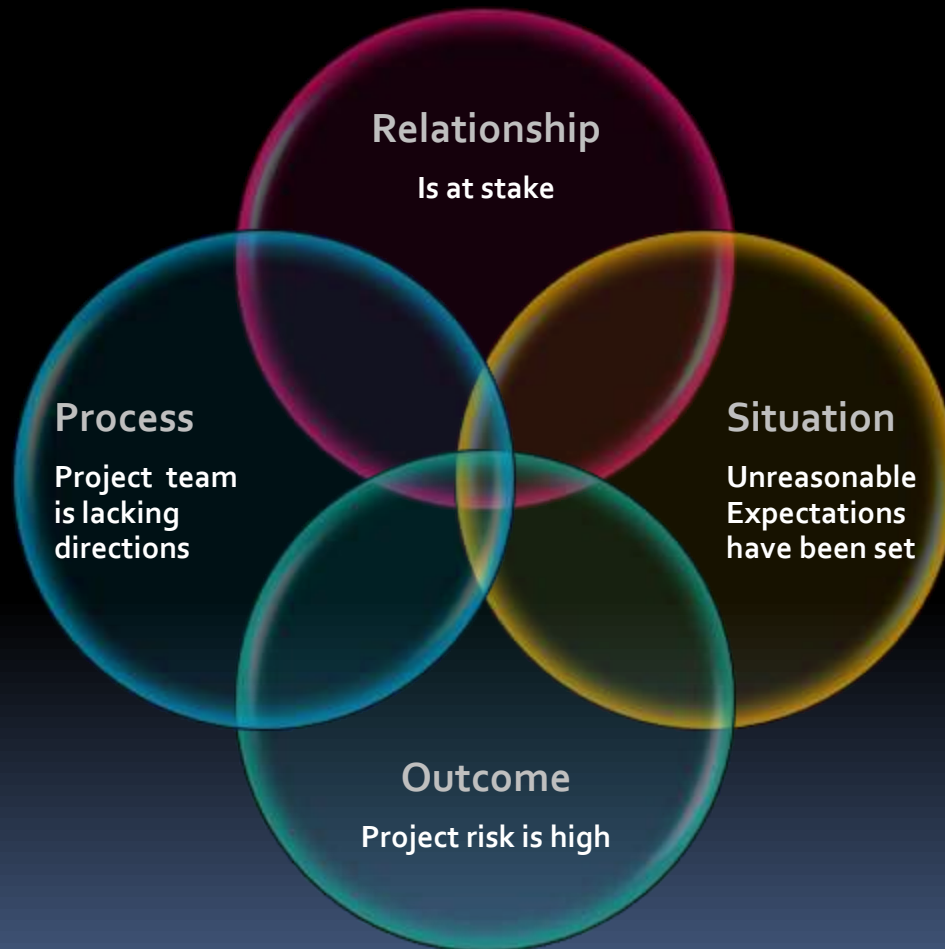


NEGOTIATION SENARIO

Lack of Trust in IT



PROJECT DEPENDENCY



YOU WANT TO NEGOTIATE?



You can't build a reputation on
what you're going to do.

Henry Ford

NEGOTIATION – BALANCING ACT



Emotions



Expectations



Interests



Positions

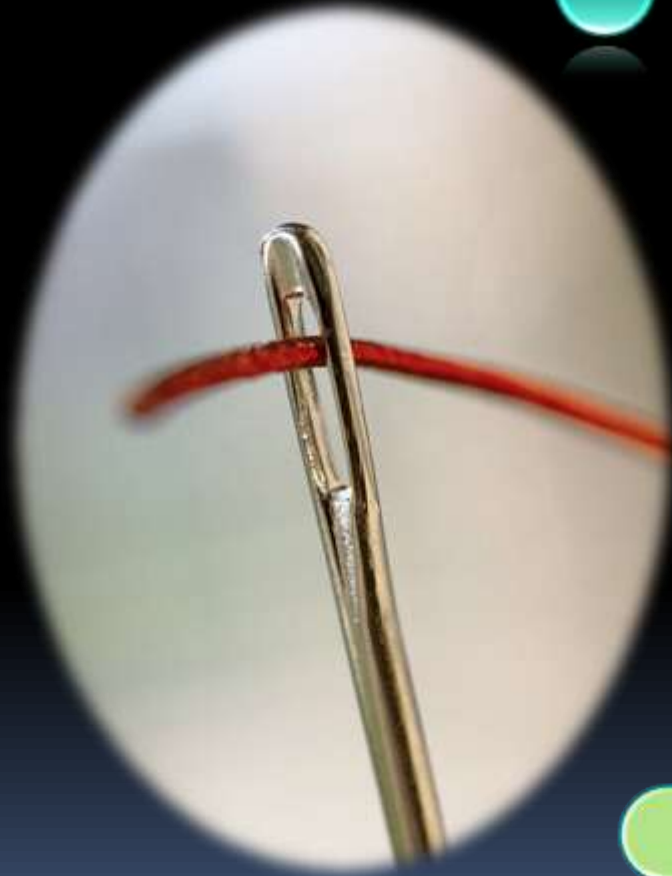


Agreements



Disagreements

NEGOTIATION – CLEANSING YOU



Your Strengths



Your Weaknesses



Your Ego



Your Emotions



Your Understandings



Your Development

What you are aware of you are in control of;
what you are not aware of is in control of you.

Anthony de Mello

NEGOTIATION PROCESS



You have to know what it is you want.

You can't go into a negotiation without clarity about what your objective is.

The other [critical piece] is almost the exact opposite, which is trying to get into the other person's shoes.

If you don't understand **what they have to get out of it**, you can't figure out what steps they can take to **give you what you want**.

Former U.S. Secretary of State Madeleine Albright

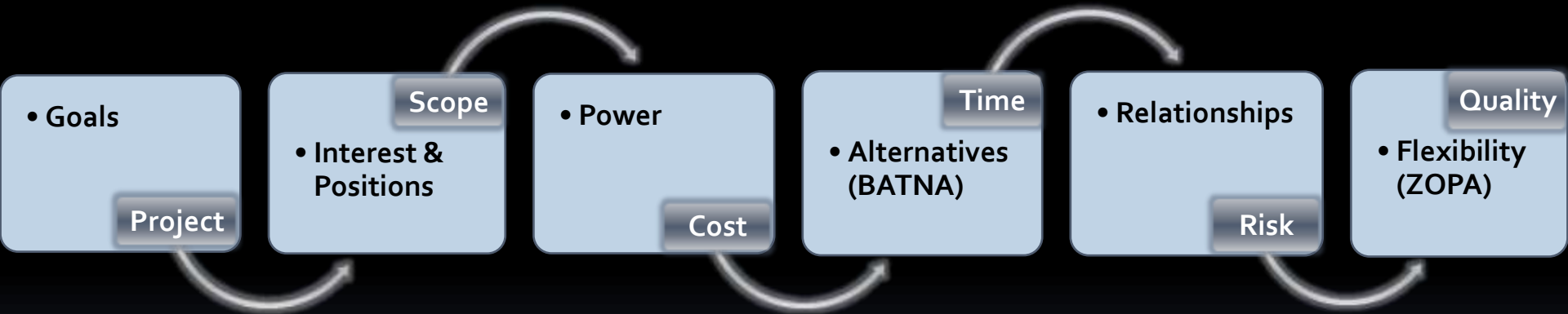


"I never accept a first offer."

NEGOTIATION TECHNIQUES



NEGOTIATION & PROJECT MANAGEMENT



NEGOTIATION & POWER



Smooth seas do not make skillful sailors.

African Proverb

NEGOTIATION WIZ



Stakeholder Interest & Position



Project Gridlocks



Lack of Progress



Missed Opportunities



Potential Losses

I don't like that man.

I'm going to have to get to know him better.

Abraham Lincoln