

Day 13

Negotiation

What is this squiggly skill?

If you want to have a career as individual as you are, you need to negotiate for what you need during *big moments* and *everyday* ones. Negotiation skills help you resolve conflicts and create value.

Go to Guru



Chris Voss

Author of *Never Split the Difference*

Recommended Listen



Squiggly Careers #224

How to negotiate for what you need with Chris Voss

Ideas for Action



Don't start with 'I' start with 'they'

Walk in the other person's shoes and reflect on what their wants might mean for you. Ask yourself:

1. *What's on their mind at the moment?*
2. *What does winning look like for them?*
3. *How can I help them to say yes to me?*



Salami slicing

When negotiating for something you need (*pay/ flexibility/ priorities*), it's useful to break the ask up into a series of smaller discussions so that you can collect small wins along the way.