

# THE ART OF NEGOTIATION

SHERYLE GILLIHAN • @SGILLIHAN

Why is negotiation so hard?



**I JUST  
SPENT  
9 MONTHS  
ON THE  
INSIDE**

“You’re negotiating a relationship first.”

–PAUL HAIBLE, PEACE DEVELOPMENT FUND

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“Do we not destroy our enemies when we turn them into our friends?”

–ABRAHAM LINCOLN, PRESIDENT OF THE UNITED STATES

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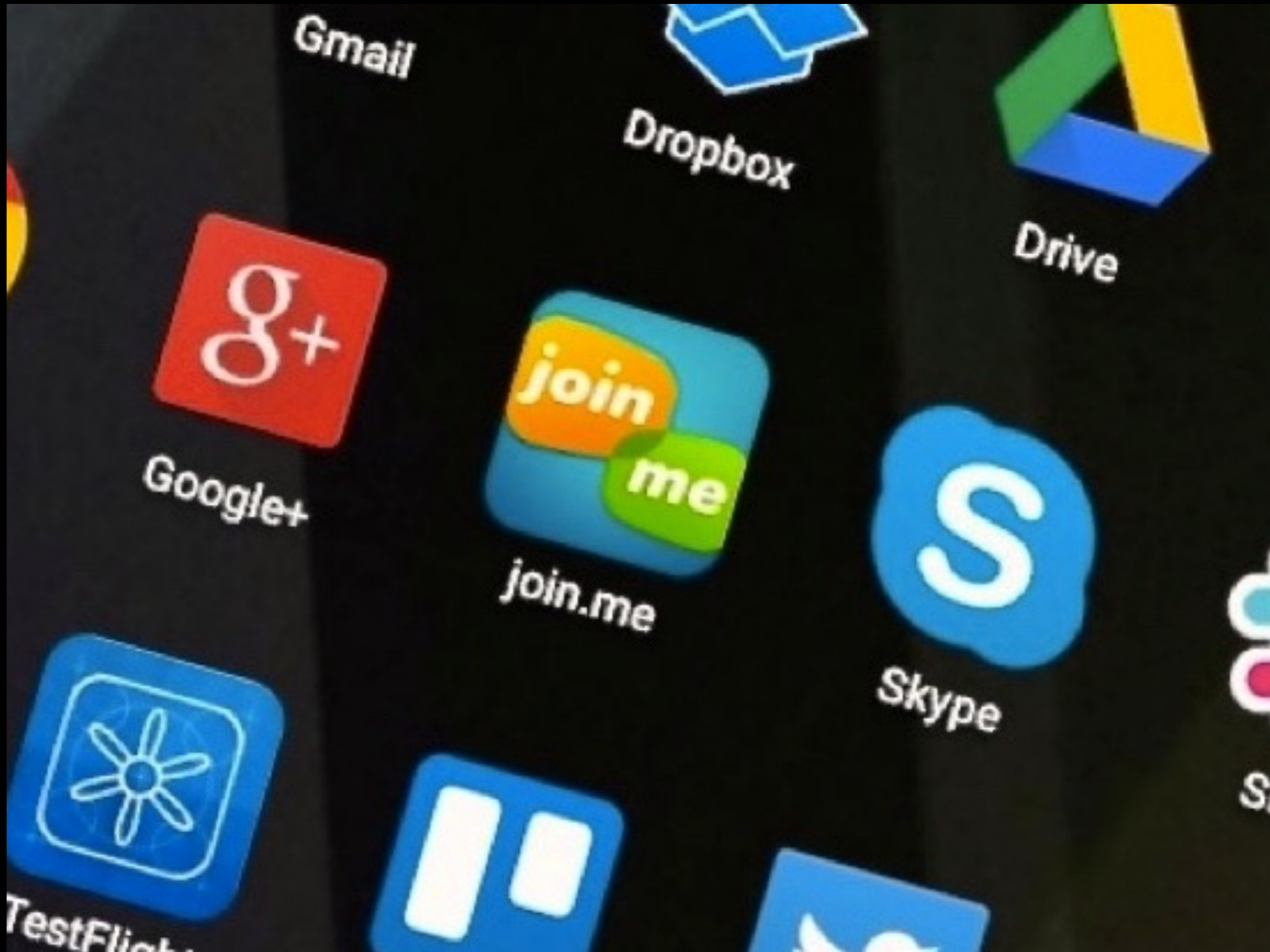


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I might lose.  
I don't want to seem greedy.  
I don't want to appear pushy.  
I don't want to be offensive.  
I don't want to be wrong.  
I don't want to be disappointed.  
I have a fear of missing out.  
I fear scarcity.  
I fear rejection.

Be present.  
Whenever possible, have a face to face  
conversation when in negotiations.





Gmail

Dropbox

Drive

Google+

join.me

Skype

TestFlight

“Trust your instincts. Sometimes, we want a deal so bad that we choose to ignore the red flags and fail to assess all of the potential risks.”

–JOHN ANNER, THRIVE NETWORKS

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When offering beliefs: Use "I"  
When offering solutions: Use "We"

“Know the value of what you offer.”

–CLARE DOWD, ARTCORPS

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“Don’t undersell your worth.”

–NETIA MCCRAY, MBADIKA

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I AM...  
I CAN'T...  
I CAN...

–JOHN ISHAM, MIDDLEBURY UNIVERSITY

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Your view of the world matters. Your view of sales matters. If you approach it as collaborative problem solving, you're more likely to succeed.

“Go into it being okay with walking away.”

–CHAD JORDAN, ARROW GLOBAL CAPITAL

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“Don’t be so much of an empath that you give yourself away before negotiations have even begun. You’ll end up resenting any agreement.”

–NATALIE REKSTAD, BLACK FOX PHILANTHROPY

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“Listen to their story, then tell yours.”

–PATTY HALL, H2O FOR LIFE

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“Start adding value right away.”

–T.J. COOK, CAUSELABS

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Be curious.  
Discover & learn.  
Solve problems.  
Respect each other.

“Some things are non-negotiable. Be willing to explain your position, but stand your ground.”

–JIM NOWAK, DZI FOUNDATION

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“Be kind, not nice.”

OPPORTUNITY COLLABORATION

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