

NEGOTIATION PLOYS

09

SHORT & SWEET

A guide to the tactics and ploys that may be encountered when negotiating. Find out what they are and how to react- or how to use them yourself!

What it is

Good negotiators recognise that short statements and questions are more powerful than long winded statements



How to spot it

Questions and statements are posed in as brief and simple terms as is possible

They are deliberately concise and to the point



Why is it used?

The purpose of this tactic is twofold.

Firstly, it reduces the time available for the other party to develop a considered response and secondly, it avoids the temptation to answer your own question in an attempt to clarify it

If the other party needs clarification, they can ask!



How to respond

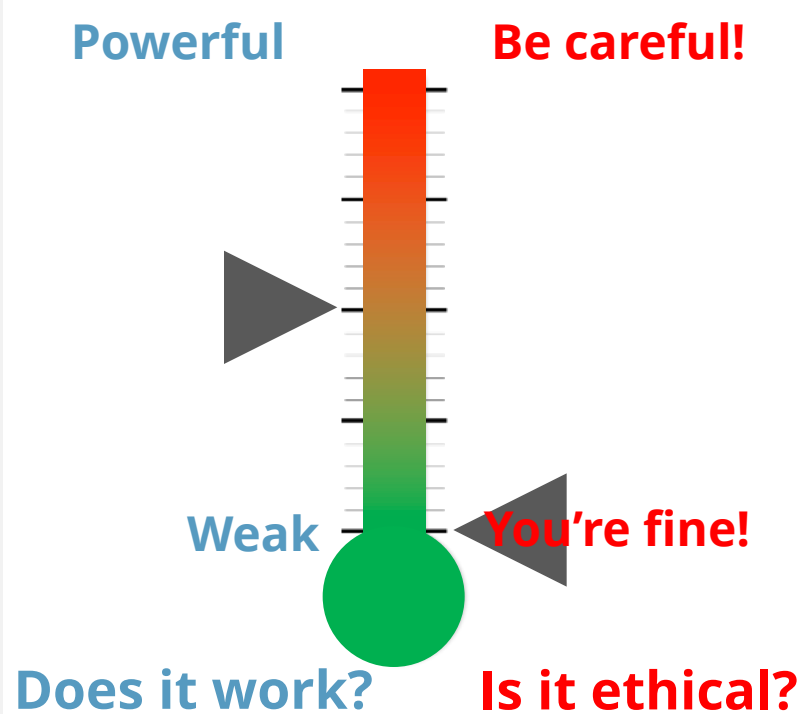
In negotiation planning, prepare a list of questions, aim to be precise to ensure that they are expressed in as simple terms as possible.

It is not possible to script the whole negotiation, but we should be clear about opening statements on each issue.

Tip

It is always better to prepare a short statement than to embark upon a series of 'clarifications' within the same statement

Should you use it?



If you are interested in getting better outcomes from your negotiations, why not visit <https://procurementandsupply.com/2022-pasa-premium-training-programme/> and book a place on one of our practical and interactive courses.