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Ten Tips for Negotiating in
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The negotiation soft skills
you need and how to use them

2. Negotiate the process.

Don't assume you're both on

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the same page when it comes to determining when to meet, who should be present, what your agenda will be, and so on. Instead, carefully negotiate how you will negotiate in advance. Discussing such procedural

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issues will clear the way
for much more focused talks.
3. Build rapport.

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