

#GALSNGEAR

NABSHOW
Where Content Comes to Life

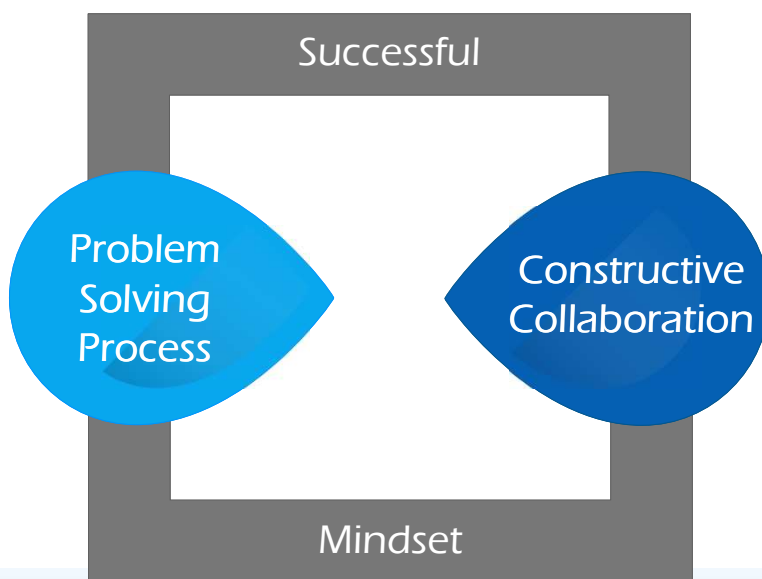
CONNECT
Women's Leadership Summit

Become Negotiation Ready

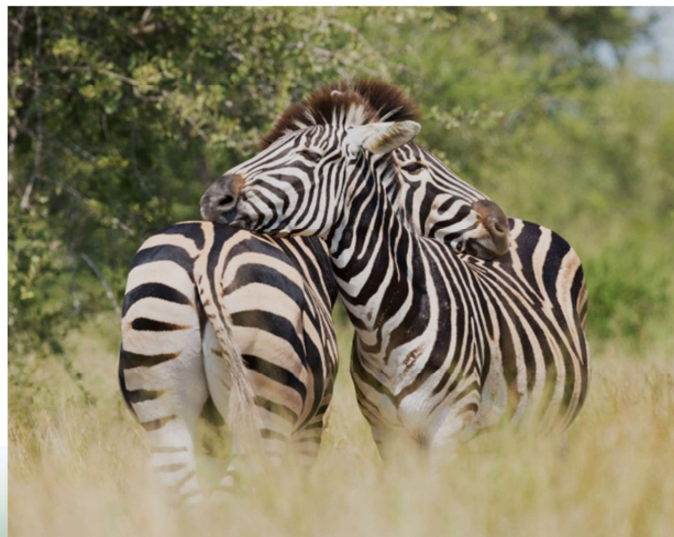


What is a challenging negotiation you are facing or anticipate?



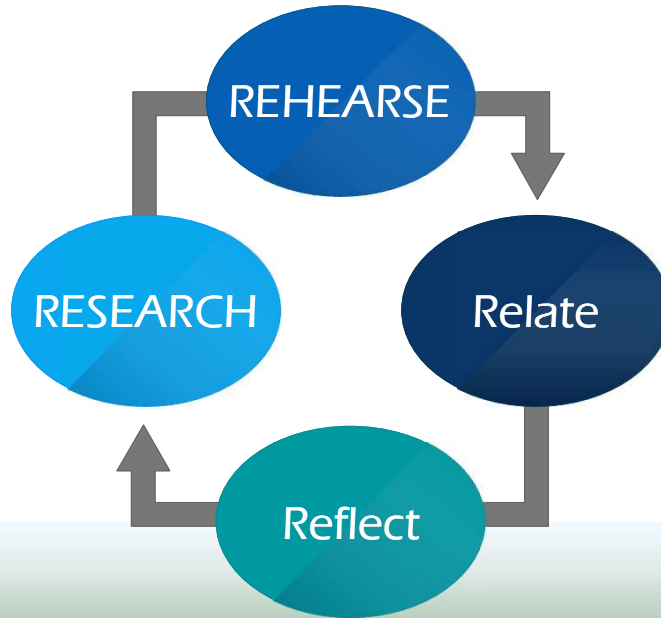


What cues
will you use?

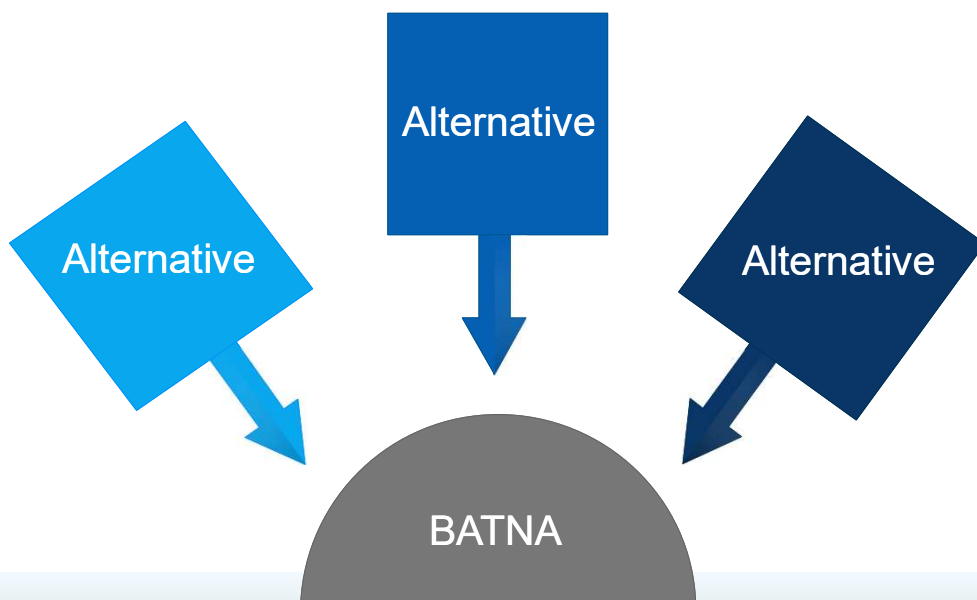


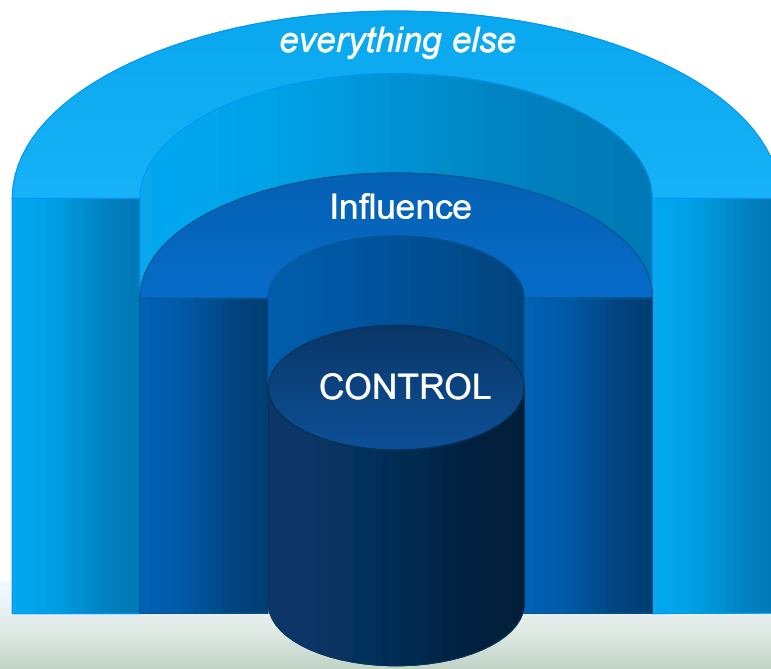
Negotiation Success Cycle

Prepare



Engage

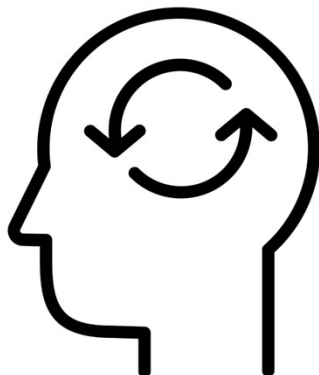




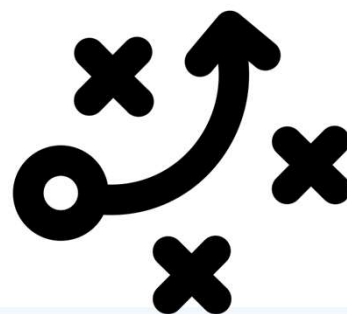
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Created by Megan Chown
from Noun Project

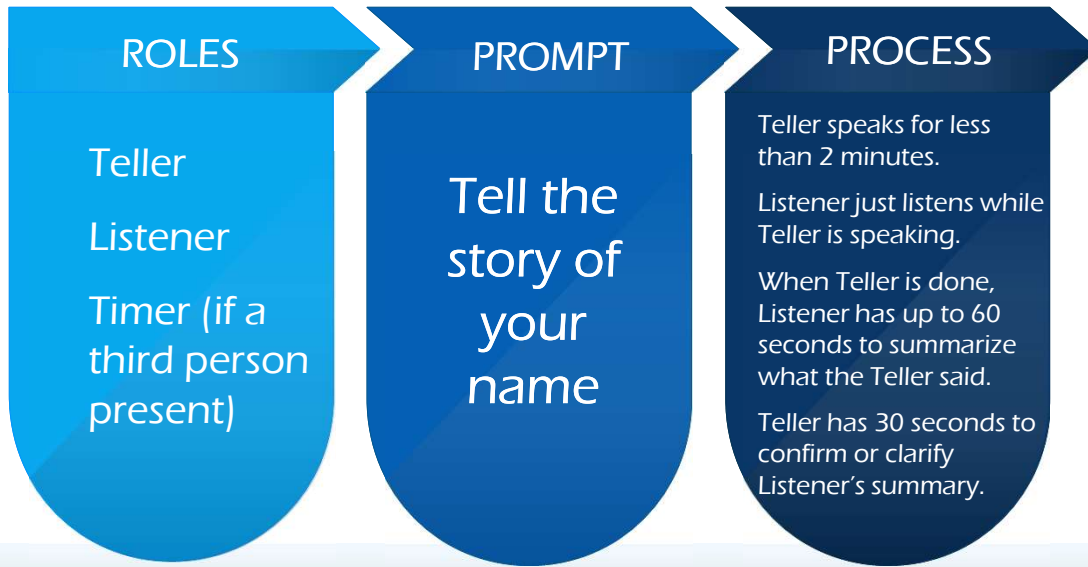


Created by Dewi Tresnasih
from Noun Project



Created by Gregor Cresnar
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Responsive Listening Practice



Switch roles until everyone has an opportunity to be a Teller and a Listener

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“What”
Questions



“How”
Questions

Problematic Question or Statement	What or How Question
Why do you want this?	
This won't work.	
What is your problem?	
You are being unreasonable.	
We are too far apart.	
Why can't you agree at this meeting?	



How to practice

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Reflection and Integration



What questions are still circling in your mind?



What squared with your values?



What points stuck with you?

You can reach me at

www.borkeworks.com

susan@borkeworks.com