



Cheetah Negotiation Tip Sheet

Cast of Characters — Know Yours and the Other Parties' Negotiation Strengths, Weaknesses and Communication Preferences.

Set the Stage — Be PREPARED - Create the environment so everyone ultimately gets what they want.

Know the Plot — Master basic influence strategies you can use and that will be used on you in a negotiation.

Curtains Up — Wrap things up in a way that carries your agreements forward.

MASTER NEGOTIATION SKILLS — You have the capability to learn how to negotiate what you want – and deserve – **FAST**.

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