

Hi, I'm Susie!

I AM HAPPY THAT YOU
ARE ADVOCATING
FOR YOU!



This resource equips you with a strategic approach to conquer any high-pressure situation. By following these steps, you'll cultivate confidence and crystal-clear thinking, empowering you to achieve your best possible outcomes.

Adopting a Negotiator's Mindset™: A Gateway to Career Growth

When you practice regularly, you shed negotiation anxieties and hangovers! This guide will give you ways to get started on practicing this mindset. By embracing these strategies, you'll unlock a new dimension to see and seize more opportunities for growth and success.

Let's Navigate Together

I'm here to support you on this journey. Together, we can use negotiation as a tool to approach high-stakes situations with confidence.

I would love to be by your side.

Ko, Susie

P.A.C.E. Framework Quick Guide

PREPARE - LIKE A PRO

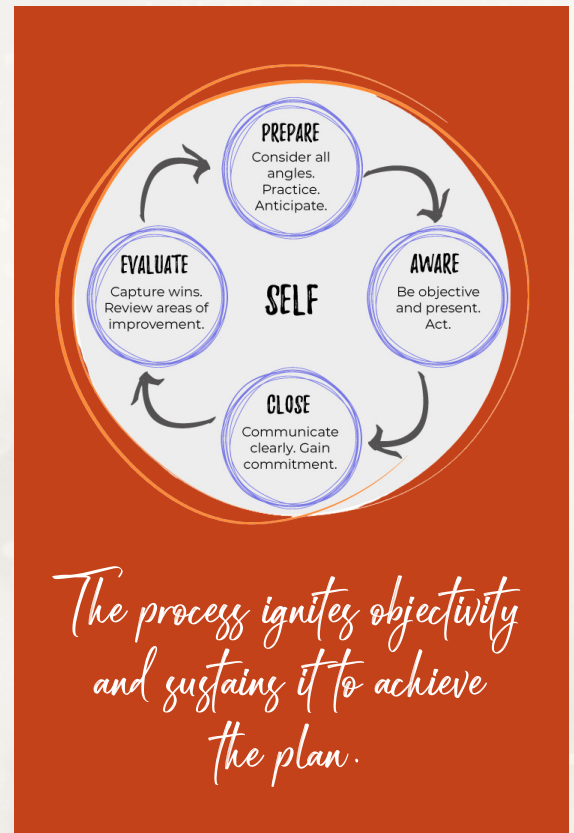
The secret weapon to shift into a negotiator's mindset.

Preparation isn't just about scribbling down talking points. It's a deep dive into the essential outcomes for each side. It clearly understands the best possible outcome for you and anticipates roadblocks while exploring the other party's interests.

Prepare empowers your position:

- **Crystal-Clear Goals:** Be clear on your "must-haves." Your best, and what leads to a walk away.
- **Obstacle Obliteration:** What potential challenges might get in your way?
- **Empathy Arsenal:** Consider your counterpart's interests and the questions that will uncover them.

Preparation is the antidote to a "negotiation hangover", that nagging feeling of unease or regret that lingers after any prep-less negotiation.



AWARE - MASTER THE MOMENT

Aware is knowing your goals so well that you can be present. It's active listening, understanding the other side's needs, and staying agile to adapt to the shifting tides of the negotiation. It's the difference between being hijacked by emotions or remaining clear to drive towards a mutually beneficial outcome.

Why is it so crucial?

- **Smart Decisions:** Unclouded by emotions, you make informed choices, maximizing chances of success.
- **Empathy Matters:** Acknowledging their perspective builds trust and creates collaboration.
- **Agile Adaptation:** Awareness lets you pivot and seize opportunities.

Ways to practice:

- **Mindfulness:** Train your focus to stay present, even under pressure.
- **Active Listening:** Hone your ability to hear and understand.
- **Body Language Awareness:** Read the room's nonverbal cues and manage all signals.
- **Role-playing Scenarios:** Practice staying calm and collected in simulated negotiations.

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CLOSE - KNOWING WHEN TO STRIKE THE DEAL

Pay attention to the right moment to close. But be careful; many negotiators get so fixated on their "plan" that they miss the cues that the other side is ready to agree.

Hone your awareness of these signs:

- **Softened language:** Watch for shifts from assertive statements to open-ended questions or tentative agreements.
- **Mirroring behavior:** Subconsciously, people mimic those they're comfortable with. Look for subtle mirroring of your body language or phrasing.
- **Increased urgency:** A sudden need to "finalize" or "wrap things up" could indicate a desire to close the deal.
- **Concessions offered:** Willingness to compromise on minor points often signals a readiness to strike the bigger bargain.

Considering these "closing cues" allows you to seize the opportunity to move to an agreement and leave both parties feeling satisfied.

EVALUATE - DEBRIEF TO IMPROVE SKILLS

A post-negotiation reflection is a decisive stage to increase future success.

Taking time to evaluate:

- **Wins and wobbles:** Celebrate your strengths, analyze missteps, and identify areas to practice.
- **Emotional intelligence:** Did you manage emotions effectively? How did the other side react?
- **Concessions and common ground:** Were there opportunities for mutually beneficial compromise?

This self-analysis is about honing the path to a negotiator mindset. Each debrief creates more insights and muscle memory for increased confidence and growth.

REMEMBER A SITUATION THAT ENDED UP BECOMING HIGH STAKES.
WHAT WOULD YOU DO DIFFERENTLY?

DO YOU WANT THE SKILLS TO ADVANCE YOUR CAREER?

Adopt a Negotiator Mindset™

Scan the QR code to discover additional resources for adopting a negotiator's mindset for career success. Our courses, keynotes, and workshops can be a career-changing experience for you and your team.

I am looking forward to connecting!

