

Category	Feb. 2017	Dec. 2017	Jan. 2018(P)
MENT BY SELECTED INDUSTRY (e-month change, in thousands)			
onfarm	200	175	239

103 k

2.7%

If two parties are looking for different outcomes, how can they both achieve their goals?

Today's learning objective:

By the end of class, I will be able to learn tactics to improve my negotiation outcomes.

Today's language objective:\

*In pairs, I will utilize the following negotiation tactics to improve outcomes in my life:

Trust, Prioritize, Limits, Anchor, Counter, Concede

How do you build *trust* with the other party?

Fulfill their Mazlow's hierarchy of needs

Provide recreational activities

Build the relationship over time



Why is it important to *prioritize* your goals?

Compromise is necessary, so you want to compromise your lowest priority.

Identify what you desire most.

Know your upper and/or lower *limit* for the issue at hand.

Price: highest price you are willing to pay; lowest price you're willing to sell.

Don't overestimate or underestimate. Correctly estimate.

Why is it important to set the tone within the initial offer in the negotiation?

Inception: implanting an idea that overtakes the conversation -- anchoring (the boat will not move very far from the anchor)

Anchors that are unrealistic are not anchors.

How do you *counter* effectively if the offer is not to your liking?

*Reframe the conversation

Why is it important to offer some *concession*?

*Builds *trust*

*You must lose something for the other party to feel like they've gained something.

*You have a long career; concession allows you to be known as a reasonable negotiator

Person 1: You want to go to a music festival.

Person 2: Mom or Dad who wants to say no.

Trust - past events; recognize concerns preemptively

Prioritize - what hours am I willing to sacrifice?

Limits - hours? price?

Anchor - entire festival

Counter - Friday and Saturday only

Concede - losing a day or arriving early (10pm)

Person 1: Person wants to buy something at a market where there are multiple items of similar quality and price

Person 2: Vendor at the market who wants to sell their goods at the highest price possible

Trust: not necessarily a priority

Prioritize:

Limits: 80% of price; full price

Anchor: 80% of full price

Counter: move it up 10%

Concede: money

Person 1: Manager offering \$8.50/hr to potential employee.

Person 2: Employee who wants \$9/hr.

Trust: previous work experience

Prioritize: competitive market landscape

Limits:

Anchor: \$9.50/hr

Counter: \$8.75

Concede: \$0.25/hr

Person 1: Keynesian economist who wants to enact policy to improve the economy

Person 2: Monetarist who wants to enact policy to improve the economy

Trust

Prioritize

Limits

Anchor

Counter

Concede

Person 1: Keynesian economist wants to improve economic outcomes.

Person 2: Classical economist wants to improve economic outcomes.

Trust - shared love of Economics and education

Prioritize - high inflation needs to be curbed

Limits -

Anchor -

Counter -

Concede - manipulation was fine but you bet on the outcome with loser relinquishing salary

Person 1: Manager attempting to improve the productivity of her/his employees.

Person 2: An overworked employee.

Trust -

Prioritize - to work less

Limits

Anchor -

Counter

Concede

Person 1: Paul Ryan wants to enact tax reform that decreases taxes at all levels of progressive tax brackets

Person 2: Chuck Schumer wants to decrease taxes on low-income citizens and increase taxes on high-income citizens.

Trust

Prioritize

Limits

Anchor

Counter

Concede

Person 1: President Trump is trying to pass a new budget, but it creates a 17th year of annual deficit.

Person 2: Member of Congress vowing to vote it down which will create a sequester.

Trust -

Prioritize -

Limits

Anchor -

Counter -

Concede -

Person 1: Protectionist US trade ambassador

Person 2: Mexican pro-trade ambassador

Trust - trading neighbors for centuries

Prioritize - smaller tariff

Limits -

Anchor - \$1.50 / tariff (Mexican pastries)

Counter - \$1.75

Concede

Person 1: Free enterprise enthusiast

Person 2: Liberal Socialist

Design a business environment: how are businesses regulated and taxed?

Trust

Prioritize

Limits

Anchor

Counter

Concede

Person 1: Comcast executive trying to buy TWC

Person 2: US gov't anti-trust regulators

Trust

Prioritize

Limits

Anchor

Counter

Concede

Person 1: Business owner trying to vertically integrate the supply chain.

Person 2: Owner of upstream and downstream supply chain companies.

Trust

Prioritize

Limits

Anchor

Counter

Concede

Person 1: NGO trying to improve economic outcomes in Uganda.

Person 2: President Museveni

Trust

Prioritize

Limits

Anchor

Counter

Concede