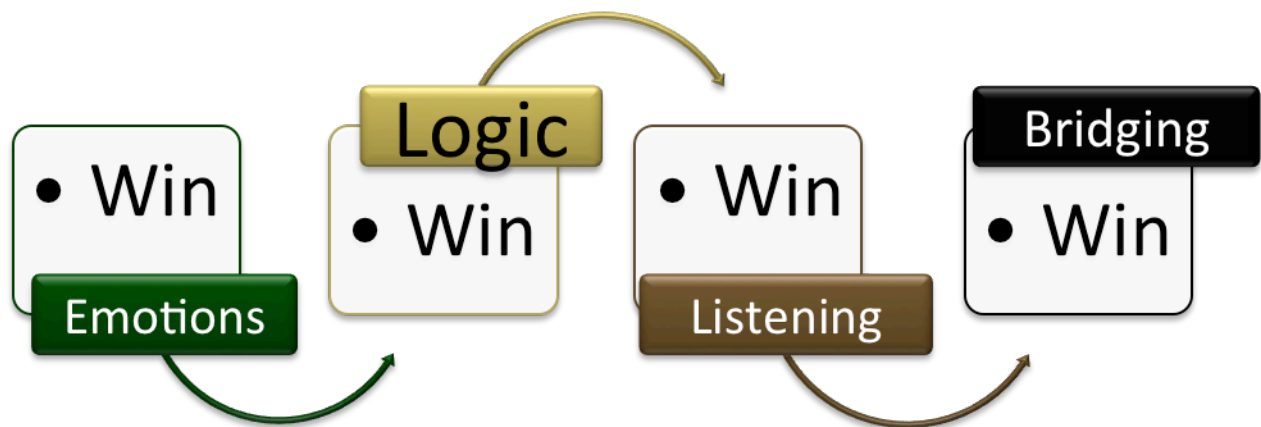


“Coach Jackie” Leavenworth

ABR. CRB. CRS. GRI. SFR

Presents

Negotiations: The Games People Play



Coach Jackie

Jackie Leavenworth Seminars



Human Behavior Games

- Three possible outcomes
 - 1.
 - 2.
 - 3.
- Role of "fairness"

Negotiation is a Process

- Ask...Listen...learn...lead

Manage Emotions

P

P

A

A

C

C

Show Your Value: Earn Your Fee

- "Will you cut your commission?" (Commission or S_____ F_____)
 - "N____, but T_____ for A_____"
 - "NBTF A, do you have any other Q_____ before we proceed?"
 - "NBTF A, This is exactly the T_____ for you to test my N_____ skills"

- "NBTF A I used to do that, but I've learned that it just doesn't W_____ for M_____ anymore"

Additional Notes