

Follow these tips and you will find yourself in a better position to receive the help you need. After all, the project and your reputation are on the line.

Questions

1. What two core traits of the six would you pick as the most important?
2. Select some negotiation situation and then describe what background information you would need to develop a negotiation strategy.

3. Why is **keeping** the key stakeholders aware of details and progress on the project important?
4. Describe **three** reasons that asking questions is helpful in negotiating.
5. Why is explaining your dilemma a powerful way to negotiate?

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