

# Prison Conditions

# Norwegian Prison

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# American Prison Cell

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Russian Prison Cell



PRESSTV



Russian Prison Cell



PRESSTV



Russian Prison Cell



PRESSTV





# Negotiations



# The Bargaining Zone

The Buyer has a maximum amount they are willing to pay and the Seller has a minimum amount they are willing to accept. These are called the reservation price.

The bargaining zone is the difference between the seller's reservation price and the Buyer's reservation price.

Where the Buyer's maximum is less than the Seller's minimum, there is no bargaining zone.

You should only make a deal within the bargaining zone.

# Deciding the Bargaining Zone

What are your alternatives to reaching an agreement?

Which would you prefer, the negotiated agreement or your best alternative?

What is your reservation price?

- How much money do you have/do you need?
- How much more or less is your alternative worth?
- What can you use other than money? e.g. skills

What do you think the other person's reservation price is?

# Persuasion

1

Need to convince your opponent that reaching an agreement is better than not reaching an agreement

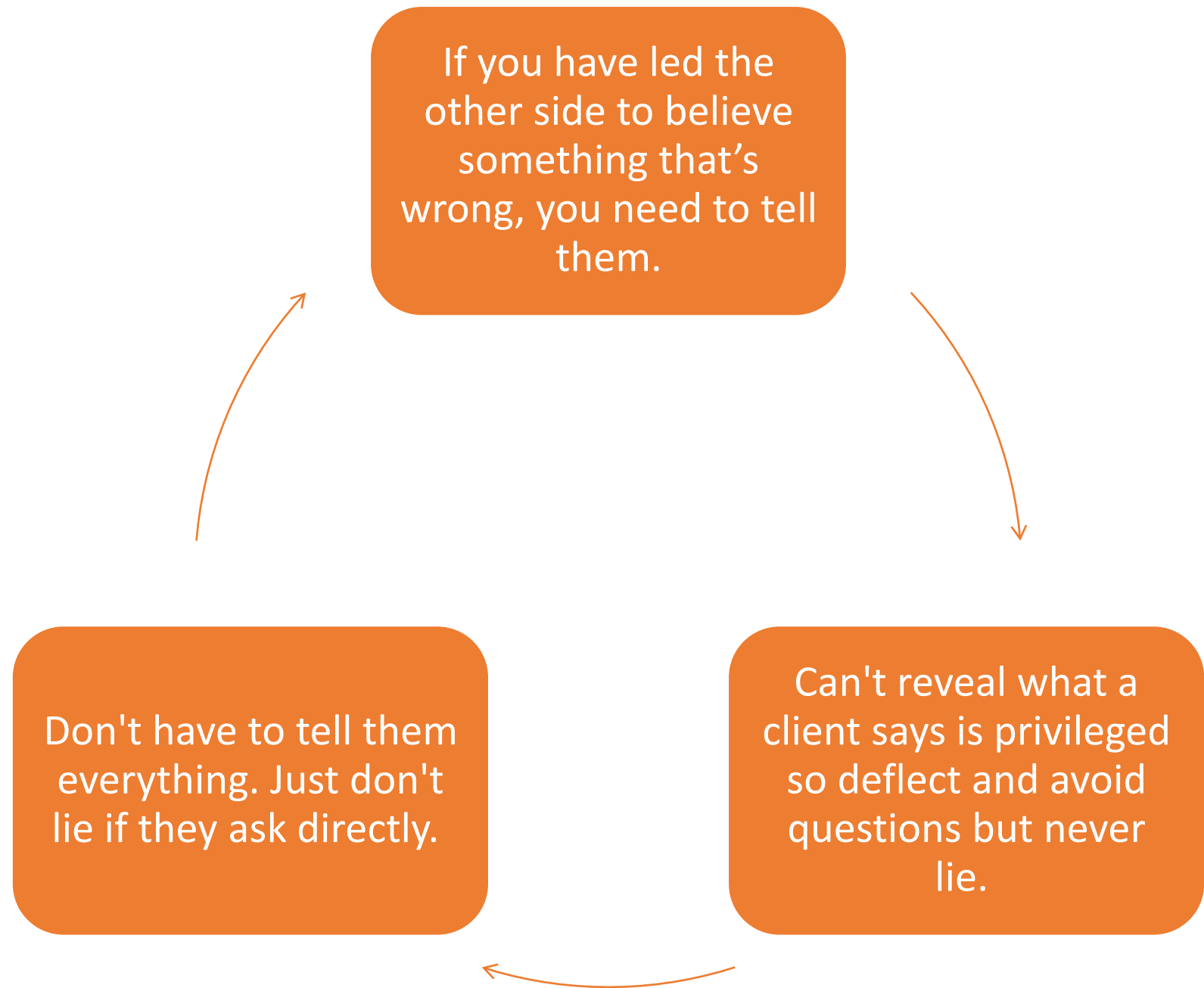
2

Choose which info you reveal to be as convincing as possible

3

You need to convince the other party so being argumentative or aggressive won't help!

# Deceit



# Preparing to Negotiate

You need to decide:

- What you wish you knew - ask
- What you're willing to disclose - know what you can't say!
- What are you trying to get?
- What can you give?



# Top Tips for Negotiating



Prepare prepare prepare! If you don't know what you want, you won't get it



Stick to your bottom line/reservation price

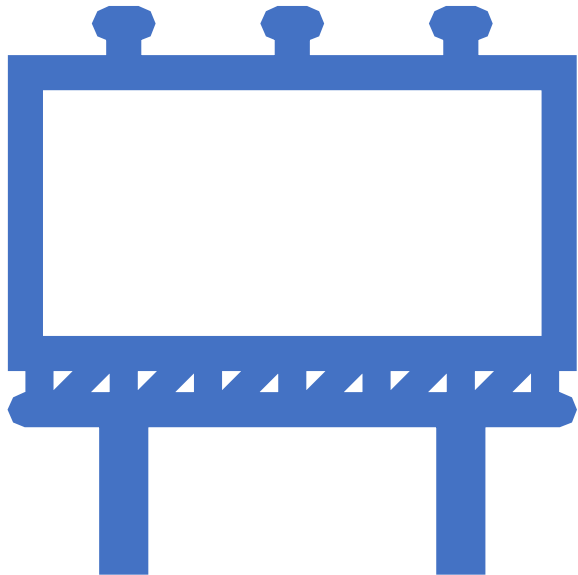


Listen! The more you know about them, the better a deal you can get



Compromise! You can't both get everything so go after what's important and compromise on other things

# *The Blockbuster*



- There are 6 terms in the contract to negotiate
- The options for every term have been given a points value – don't make a deal unless your points add up to at least 200
- You'll need a partner to negotiate against, so ask someone at home to help
- Don't look at the other side's confidential instructions