





# **OBJECTIVES**

Learn the stages of negotiation

# Definition

Thecasesolutions.com



"Negotiation is about getting the best possible deal in the best possible way."

## **STAGES**

## Thecasesolutions.com

- 1. Pre negotiation
- 2. Preparation
- 3. Main negotiation
- 4. After negotiation actions



# Pre negotiation Thecasesolutions.com





1. Do you want it or not

2. Is it feasible

3. Do you have a plan B