

inspiration  
inspiration  
inspiration  
**inspiration**

Jean-Edouard  
Grésy



# HOW TO OVERCOME BARRIERS TO COOPERATION?

EMPOWERING YOUR NEGOTIATION SKILLS

Jean-Édouard Grésy

**ALTERNEGO**

# WHEN AND WITH WHOM DO YOU NEGOTIATE ?

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YOUR CLIENTS SUPPLIERS ?



YOUR BOSS ?



YOUR COLLEAGUES ?



YOUR CHILDREN ?

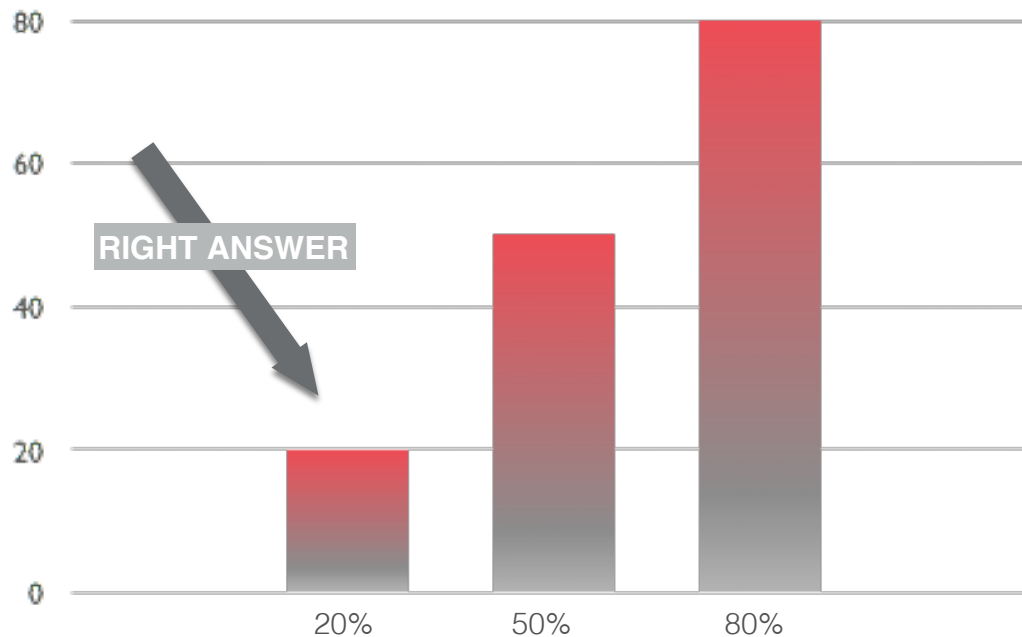


YOUR PARTNER ?



YOUR NEIGHBORS ?

# WHAT % OF DECISIONS CAN YOU MAKE ALONE ?





# WHAT IS NEG OTIUM ?

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THE OPPOSITE OF **LEISURE**



IF YOU FIND SOMETHING  
DIFFICULT,  
YOU ARE **PART OF THE  
PROBLEM !**



# 3 NATURAL REACTIONS TO AVOID

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ESCAPE

STRIKE  
BACK



GIVE IN

# 3 NATURAL REACTIONS TO AVOID

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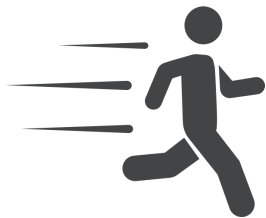


FIRST: ESCAPE

# VIDÉO 2

## OUI MAIS...

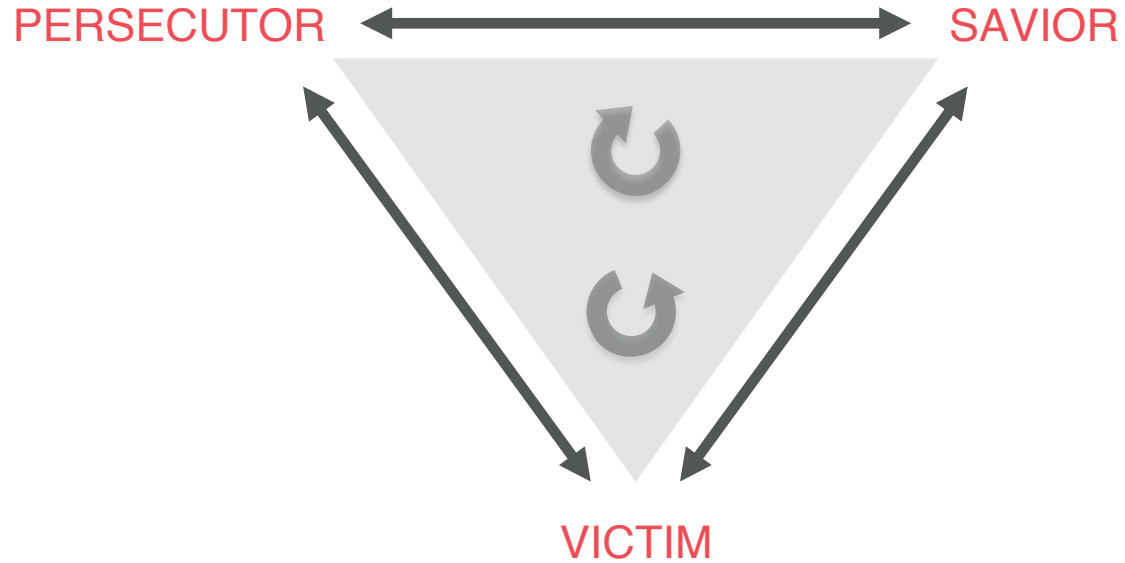
**DO NOT  
ESCAPE**





# DO NOT ESCAPE

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DRAMATIC TRIANGLE (KARPMAN)



# 3 NATURAL REACTIONS TO AVOID

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SECOND: STRIKE BACK

# VIDÉO 3

## DUEL AT THE MALL

**DO NOT  
STRIKE BACK**



**DO NOT  
STRIKE BACK**

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6. Violence



5. Aggressiveness



4. Conflict



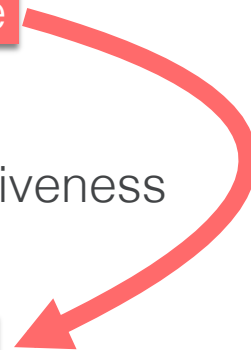
3. Discord



2. Incomprehension



1. Problem



# 3 NATURAL REACTIONS TO AVOID

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THIRD: GIVE IN

# VIDÉO 4

## DEFENDING YOUR LIFE

**DO NOT  
GIVE IN**







**DO NOT GIVE IN**

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NO CONCESSION WITHOUT COUNTER CESSION



IF YOU FIND SOMETHING DIFFICULT,  
YOU ARE **PART OF THE SOLUTION !**



**YIM WING CHUN**

# DON'T MAKE IT A PERSONAL ISSUE

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*As long as I can smile,  
I can make it through today*

*Samurai*





## STEP INTO THEIR SHOES

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*You are probably **right**,  
but the other person is not  
necessarily **wrong** !*

# REFRAME

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*The one who manages the  
interview is not the **speaker**,  
but the **questionner***





## USE POWER TO EDUCATE

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*Never threaten, explain the  
cost of not agreeing.  
Nobody wants to **lose face**.*

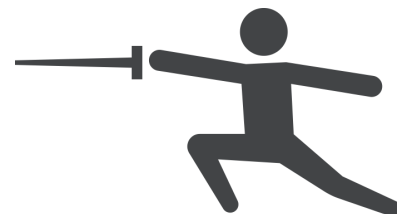
**DON'T ESCAPE, STRIKE  
BACK OR GIVE IN**

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ESCAPE

STRIKE  
BACK



*But, as Yim WING CHUN...*



GIVE IN





Don't make it  
a **personal issue**



**Step into**  
their shoes



**Reframe**



Use power  
**to educate**



**THANK YOU**

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oser  
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oser

être soi  
pour  
pouvoir  
agir