

# HOW TO OVERCOME BARRIERS TO COOPERATION?

EMPOWERING YOUR NEGOTIATION SKILLS

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**ALTERNEGO**

# WHEN AND WITH WHOM DO YOU NEGOTIATE ?

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YOUR CLIENTS SUPPLIERS ?



YOUR BOSS ?



YOUR COLLEAGUES ?



YOUR CHILDREN ?



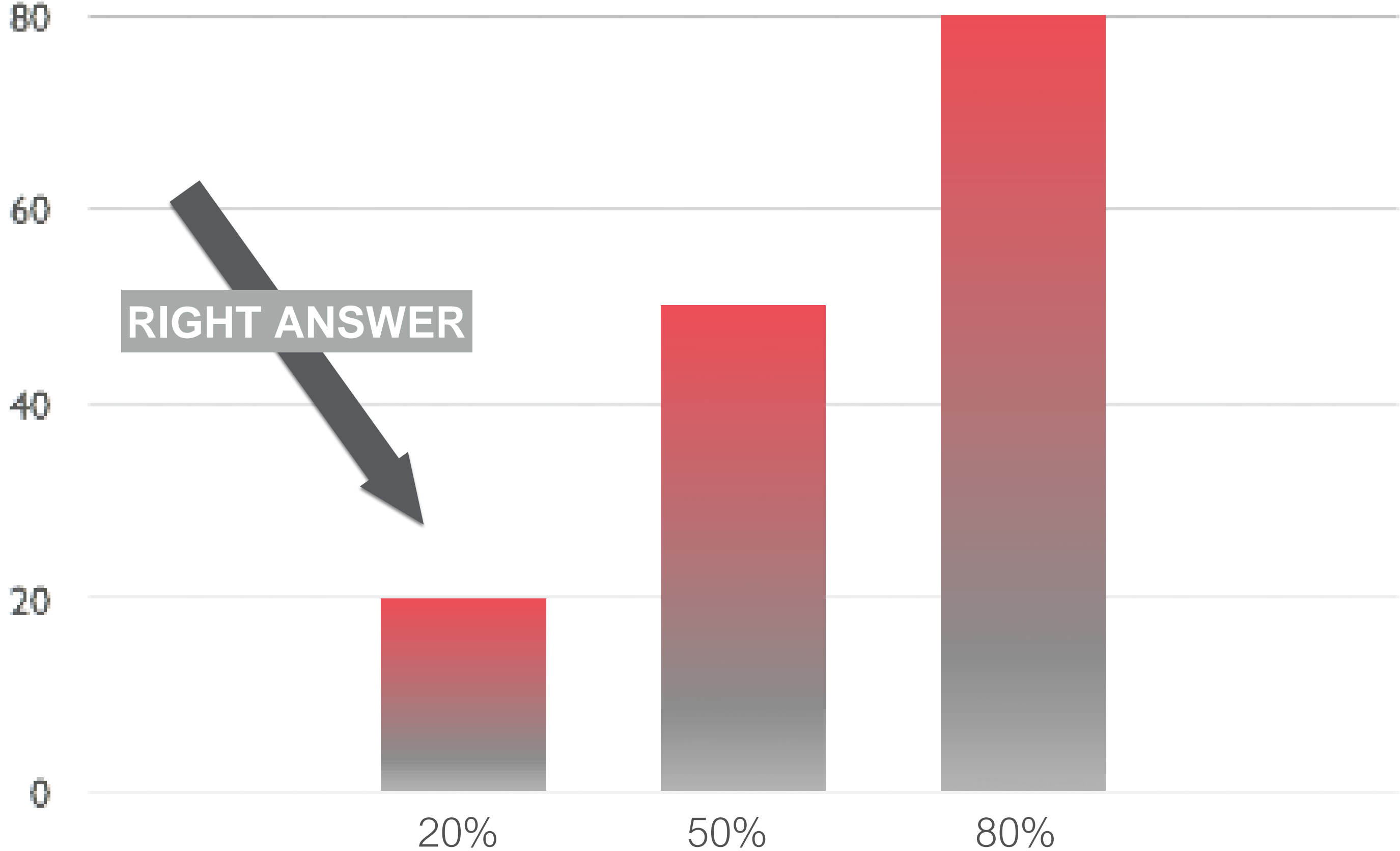
YOUR PARTNER ?



YOUR NEIGHBORS ?

# WHAT % OF DECISIONS CAN YOU MAKE ALONE ?

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# WHAT IS NEG OTIUM ?

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THE OPPOSITE OF LEISURE

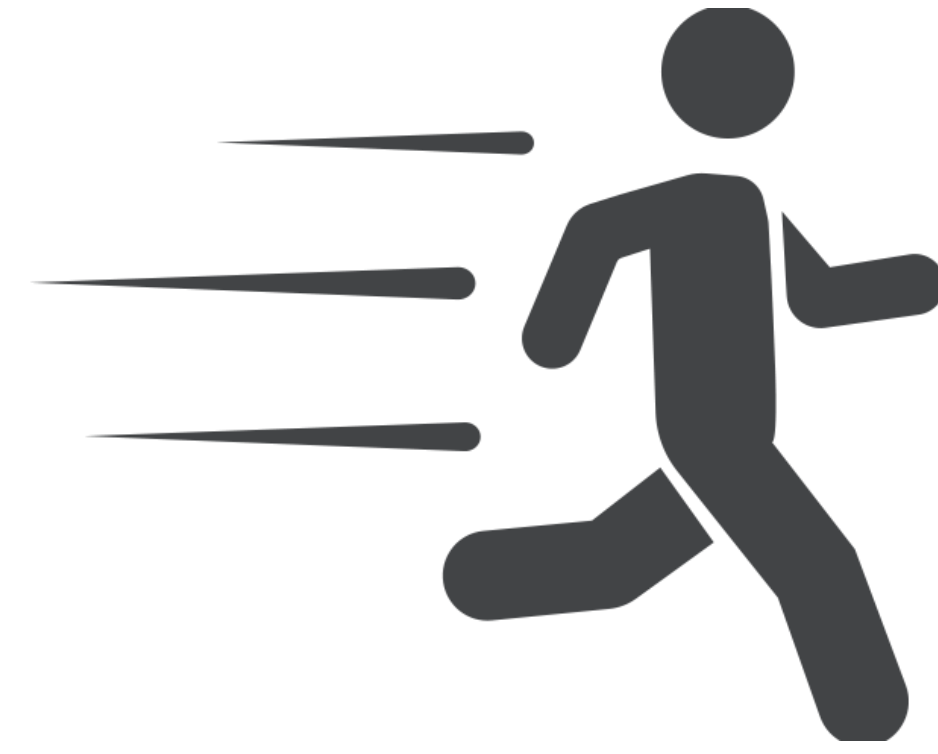


IF YOU FIND SOMETHING  
DIFFICULT,  
YOU ARE **PART OF THE**  
**PROBLEM !**

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# 3 NATURAL REACTIONS TO AVOID

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ESCAPE

STRIKE  
BACK



GIVE IN



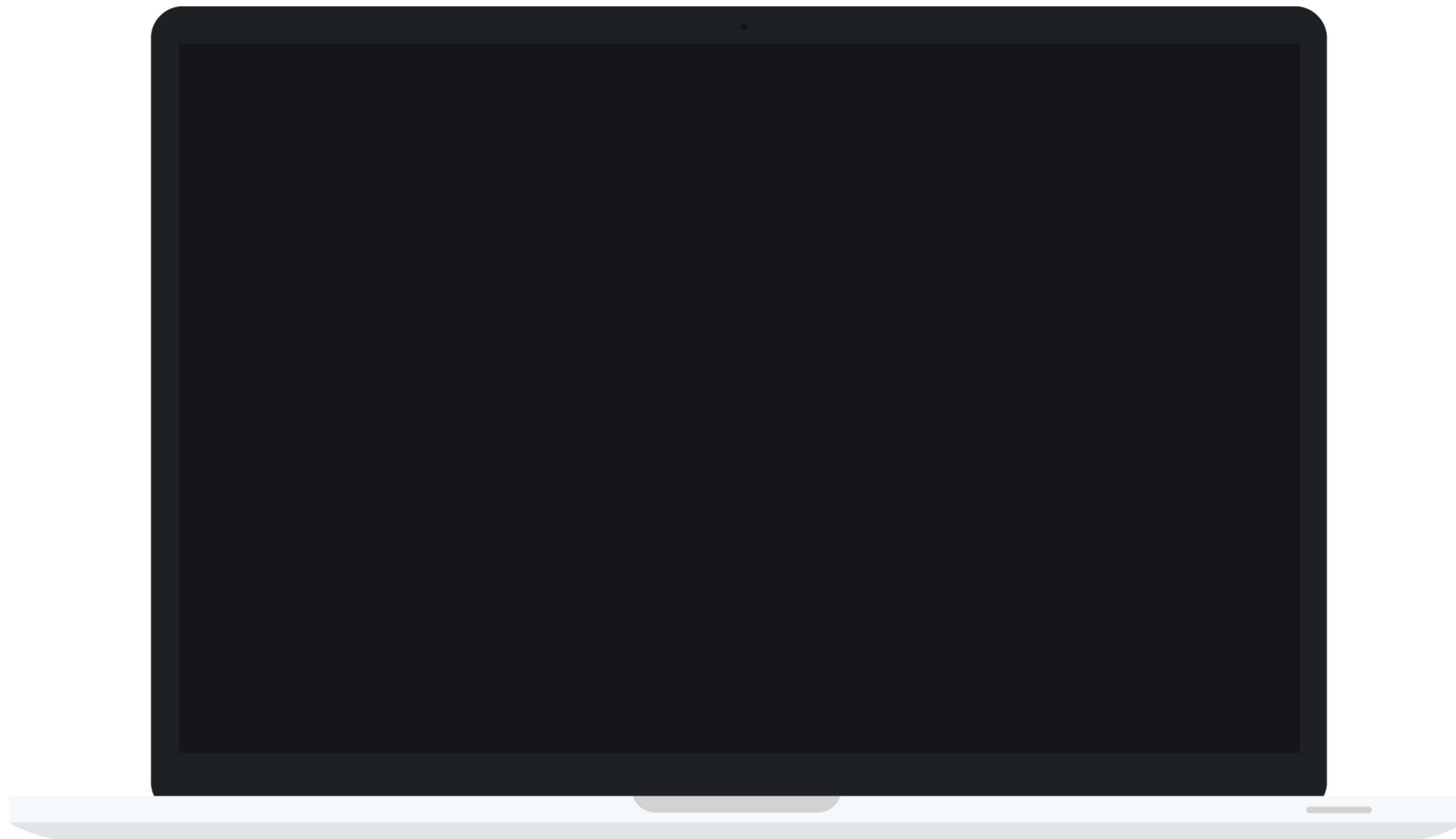
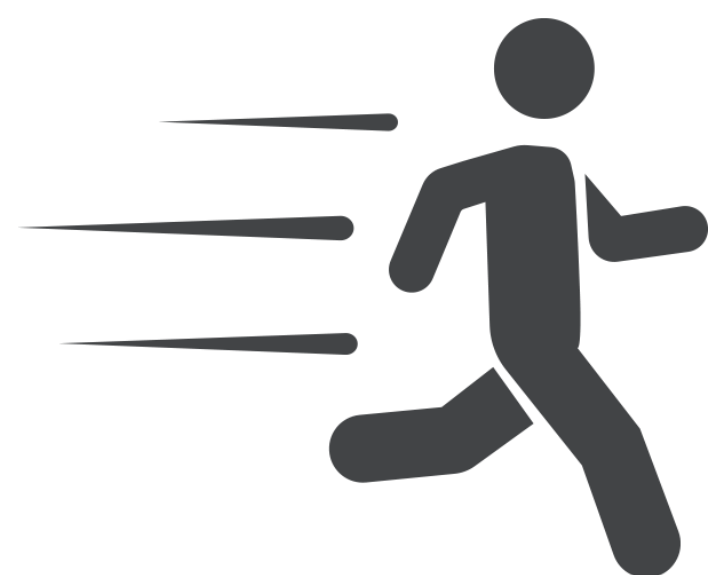
# 3 NATURAL REACTIONS TO AVOID

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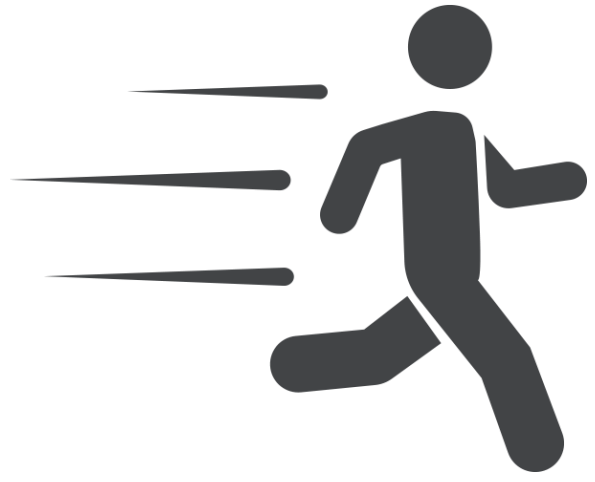


**FIRST:** ESCAPE

**DO NOT  
ESCAPE**

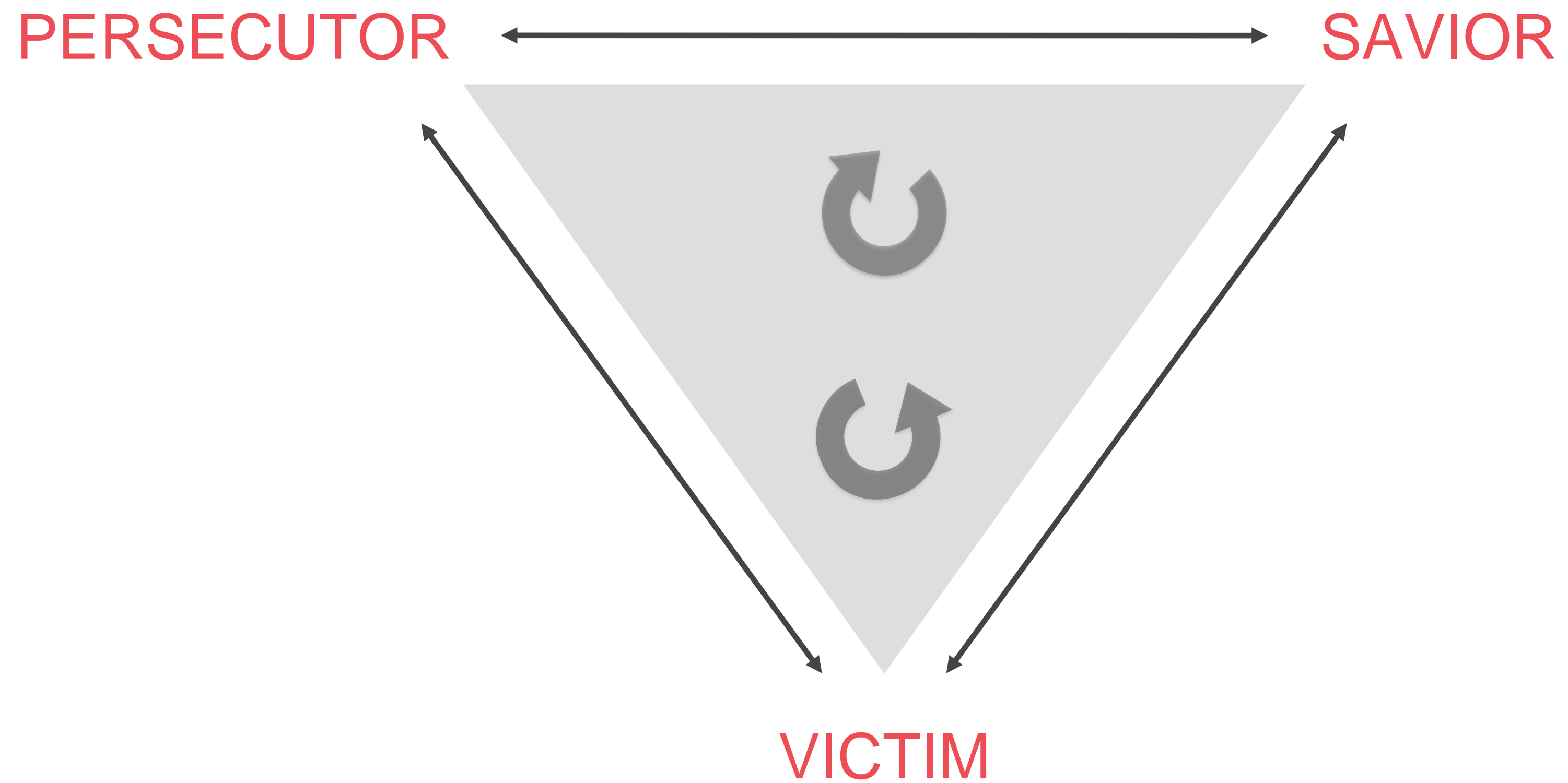






# DO NOT ESCAPE

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DRAMATIC TRIANGLE (KARPMAN)

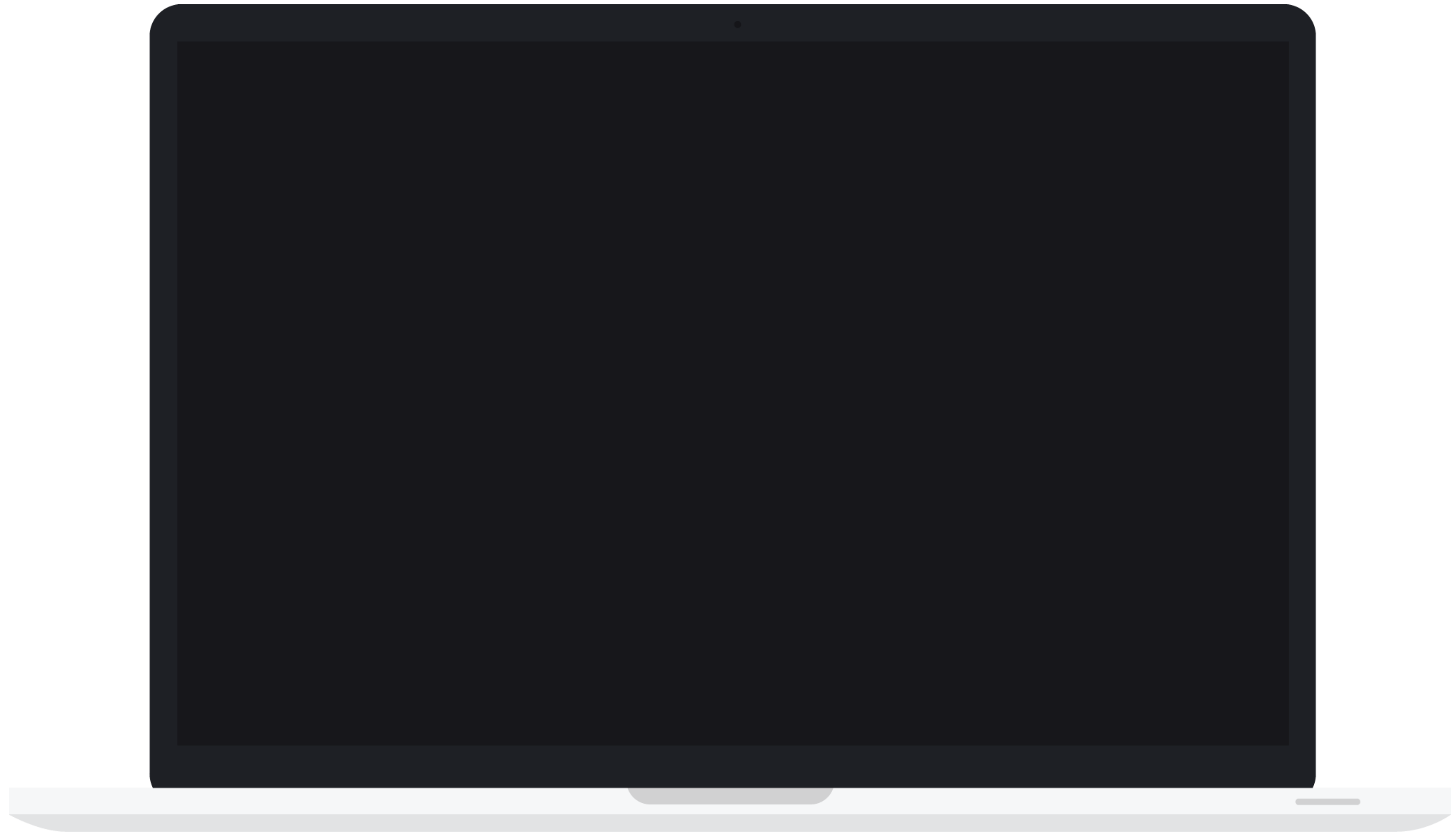
# 3 NATURAL REACTIONS TO AVOID

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SECOND: STRIKE BACK

**DO NOT  
STRIKE BACK**



**DO NOT  
STRIKE BACK**

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6. Violence

5. Aggressiveness

4. Conflict

3. Discord

2. Incomprehension

1. Problem



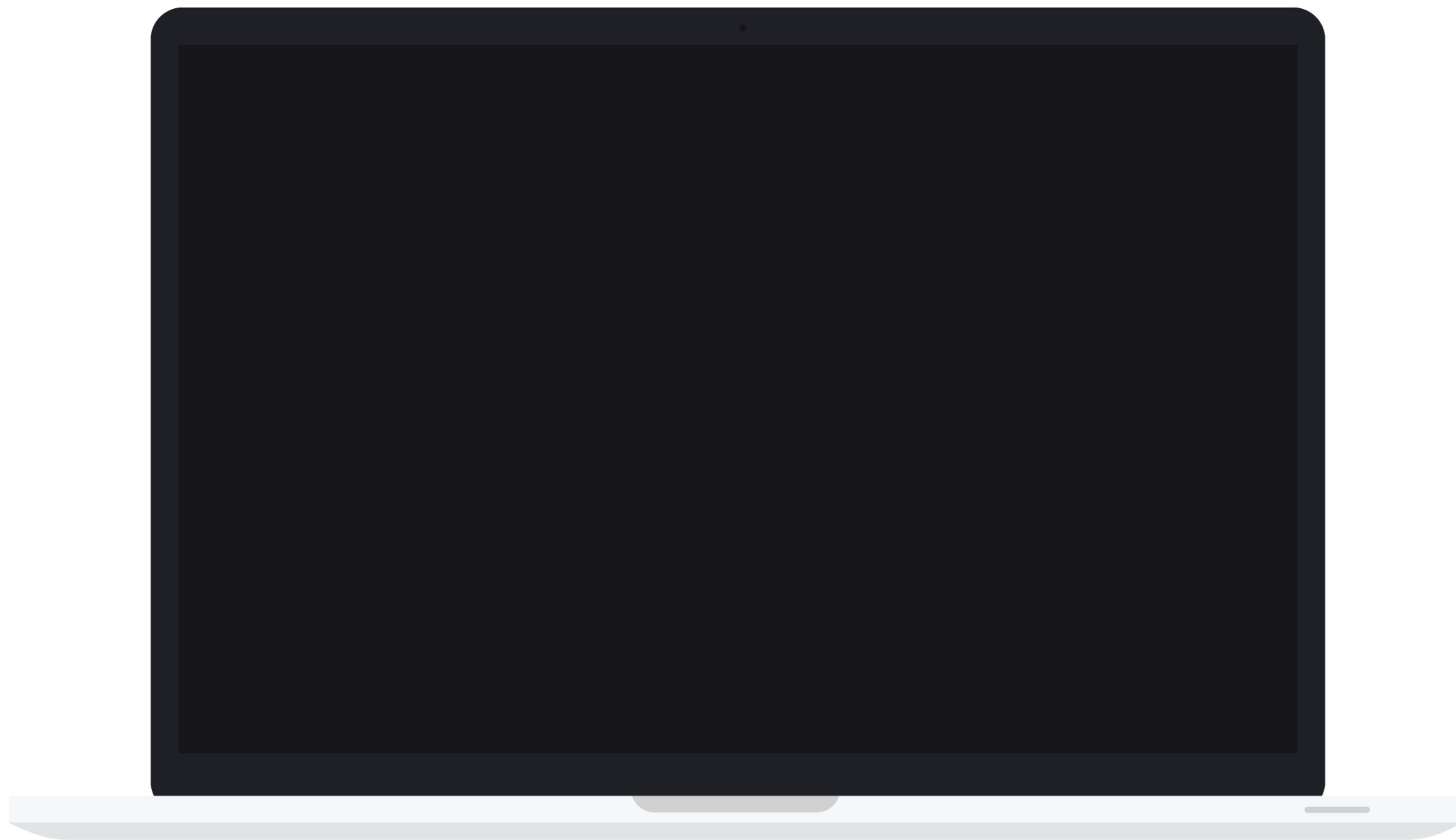
# 3 NATURAL REACTIONS TO AVOID

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THIRD: GIVE IN

**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!**

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**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***





## CONSIDER YOU MAY LOSE

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*Have a plan B, 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



GIVE IN

But, as Yim WING CHUN...



# 4 NEGOTIATION SKILLS

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



**Step into**  
their shoes



**Reframe**



Consider  
**you may lose**

**THANK YOU**

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