

10 characteristics of

SUCCESSFUL NEGOTIATORS



They have assigned the roles within the group and are disciplined

They have embraced the idea of creating NegoEconomics



They do not dig themselves into trenches and quarrel about the details

They actively make offers and counter-offers



They are good at communicating

They often outline the negotiation graphically, in order to form a general idea of the situation



They have prepared a strategy

They ask questions more than arguing



They take the initiative during the negotiations

They make a point of trustworthy conduct



Based on studies of more than
30.000 negotiators

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Negotiation, Trust, Behavioral Economics

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