

EXPERT TIPS – ON NEGOTIATIONS

Global thought leaders share some expert tips



has identified negotiation as one of the 5 most important skills, regardless of your job!



During a negotiation, it would be wise not to take anything personally. If you leave personalities out of it, you will be able to see opportunities more objectively.

BRIAN KOSLOW

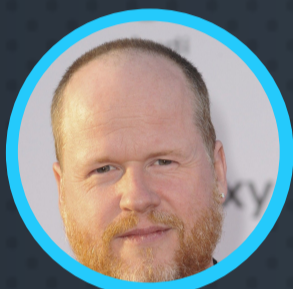
President/CEO | Breakthrough Coaching, Inc.



In all negotiations of difficulty, a man may not look to sow and reap at once; but must prepare business, and so ripen it by degrees.

FRANCIS BACON

Attorney General | *England*



Every day's a negotiation and sometimes it's done with guns.

JOSS WHEDON

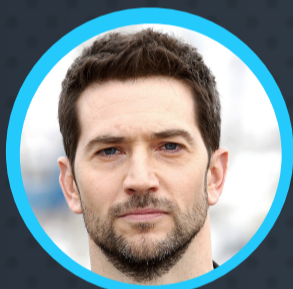
Producer | Director



Great negotiators don't set out to be great.... They set out to make a difference for their counterpart

KELD JENSEN

Author, professor, strategist, advisor | *Center for Negotiation*



Conflict is good in a negotiation process. It's the clash of two ideas, which then, all being well, produces a third idea.

LUKE ROBERTS

Actor | *U.K.*



Negotiation talks are the best way to solve anything. We must replace wars and weapons with negotiations and talks.

AKBAR GANJI

Iranian journalist |



Any negotiation has a limit. Otherwise, war is irrelevant.

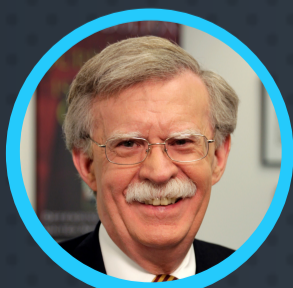
TOBA BETA

Economist | Syfy writer



We cannot negotiate with people who say what's mine is mine and what's yours is negotiable.

JOHN F. KENNEDY President | *United States of America*



Negotiation is not a policy. It's a technique. It's something you use when it's to your advantage, and something that you don't use when it's not to your advantage.

JOHN BOLTON

National Security Advisor | *USA*



There's no road map on how to raise a family: it's always an enormous negotiation.

MERYL STREEP

Actress | *USA*