

Negotiation tricks and strategies



CONCESSION style

Explanation of the Concession orientated negotiator and the risk of using concession



NegoEconomics

How to find extra value

The award winning mathematical model that explains that up to 42% of the values in a negotiation remains unutilized.

THE 4 THINGS

That could change the world

Based on a study of 30.000+ negotiations, we have identified what's makes some more successful.



TRUST

The value of trust

Trust can be capitalised. This video explains why we call it Tru\$tCurrency, and why trust is essential for negotiation success.

STRATEGY

What strategy should I use?

You need a strategy for your negotiation! But which one?
And how?
What is a negotiation strategy?



SUCCESS

Why do 1/3 fail?

Our studies shows that 1/3 of negotiators fail to succeed. Why is that?

COMBATIVE

Style

The combative behavior is widespread, unpleasant and aggressive.

