

In This Issue

QUOTABLE QUOTES

Negotiating
Agreements -
Highlights

Negotiating
Agreements - Tools
and Resources

CHOOSE TO...

Negotiating Agreements - Highlights

*As a negotiator,
you have seven
inalienable rights.
These are:*

*You have a right
not to understand
You have a right
to be wrong
You have a right
to be indecisive
You have a right
to be repetitive
You have a right
not to answer
questions, and
you have a right
not to know the*

Quotable Quotes

"So let us begin anew--remembering on both sides that civility is not a sign of weakness, and sincerity is always subject to proof. Let us never negotiate out of fear. But let us never fear to negotiate." ~ John F. Kennedy

"If a man will begin with certainties, he shall end in doubts; but if he will be content to begin with doubts, he shall end in certainty." ~ Francis Bacon

"Time is free, but it's priceless. You can't own it, but you can use it. You can't keep it, but you can spend it. Once you've lost it you can never get it back." ~ Harvey MacKay

Dear Jean,

Negotiating Agreements - Tools and Resources

This is a topic that I seem to have a rather large collection of reading material on lately. And interesting reading! What have I learned from all of it...

- Negotiating agreements is communication and it goes well when you have planned, thought out, considered the other's wishes and attempt to understand the whys.
- Negotiating agreements works best for me when I take time to ask the questions, give my time to being a bit more patient, and time for another to process and consider the alternatives.
- Negotiating agreements just doesn't mean that I get exactly what I believe I want or need...by its nature it involves another or others and sometimes, I get what is best for all!



From last month - a few words worth remembering from Jim Hennig...

answer
You have a right
to your own
viewpoint, and to
be somewhat
irrational or
emotional
You have a right
not to be liked

(c) Dr. C. L. Karass
(2011)

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When a negotiation stalls...CHANGE something:

- the location
- the timetable
- the specifications
- the shape of the money
- the negotiator or a team member

From JEAN'S BOOKSHELF...

Negotiating Outcomes (2007) Harvard Business School Press; Pocket Mentor

Face-to-Face Communications for Clarity and Impact (2004) Harvard Business School Press

The Power of a Postive No (2007) - William Ury

Exercising Influence (2007) - B. Kim Barnes

Everyone Can Win (1989) - Helena Cornelius and Shoshana Faire

Influencer - The Power to Change Anything (2008) - Kerry Patterson, Joseph Grenny, David Maxfield, Ron McMillan, Al Switzler

The INTERNET CONNECTIONS...

[Dr. Charles Karass - Negotiator](#), a wealth of information about negotiation

[Negotiating Mind Map - Getting to Yes](#)

[Making Change Happen](#) by Judit Alvernaz-Nagy...thank you Judit for this share...

[Negotiation Models](#)

[Negotiating Across Cultures](#) - best model I have seen

Wishing you confidence in your doubts and unexpected joy in the negotiated agreement,

Jean



CHOOSE to...

...understand from a position other than your own...ask questions for clarification and deeper connections to your wants and those of others...move forward in positive reflection...strive for the "win-win" agreement.

...think differently about time today...consider the agreement you will negotiate to make time work for you and not against you today...use it...spend it...work with it...consider the moments, not the hours...the memory of its gift.

Administrivia

My Constructive Choices Audience...

- * Professionals wanting to be at choice in their career and daily work,
- * New Managers (and aspiring leaders) transitioning to establish a leadership role in their communities,
- * Individuals wanting to sort through the choices, build a more fulfilling life, lift their voices, and...
- * Coaches who choose to step out, show up, and say - *YES, it IS all about YOU!*

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