

HOW TO OVERCOME BARRIERS TO COOPERATION ?

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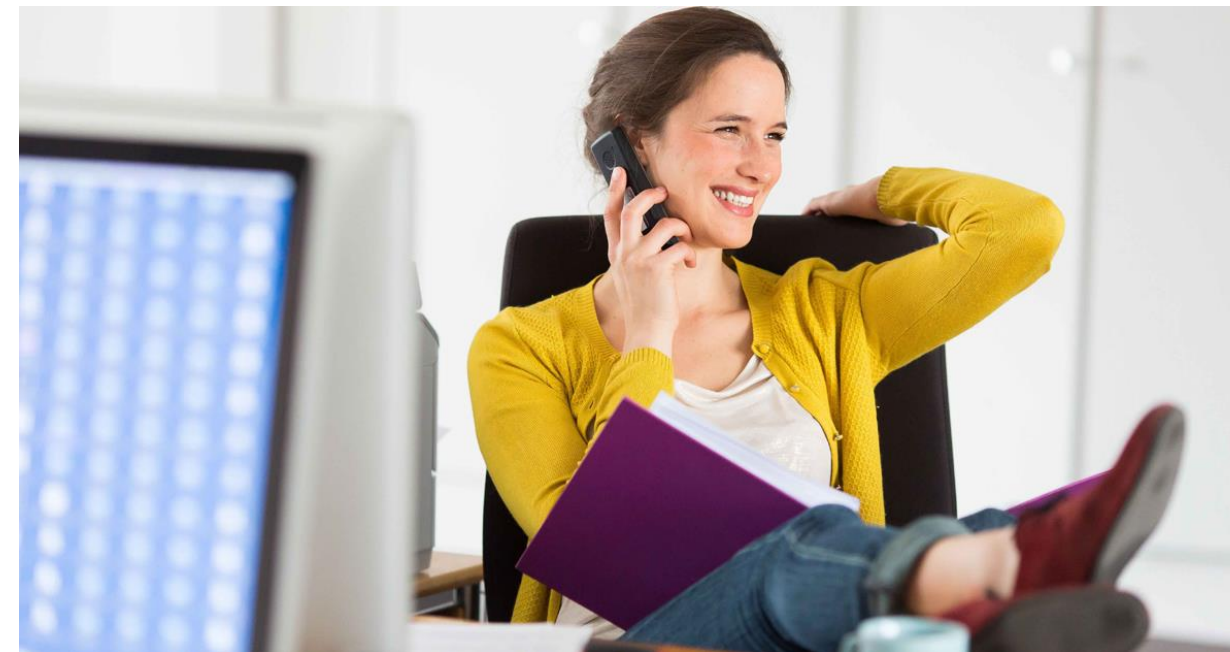


alternego

WHEN AND WITH WHOM DO YOU NEGOTIATE ?



YOUR CLIENTS SUPPLIERS ?



YOUR BOSS ?



YOUR COLLEAGUES ?



YOUR CHILDREN ?

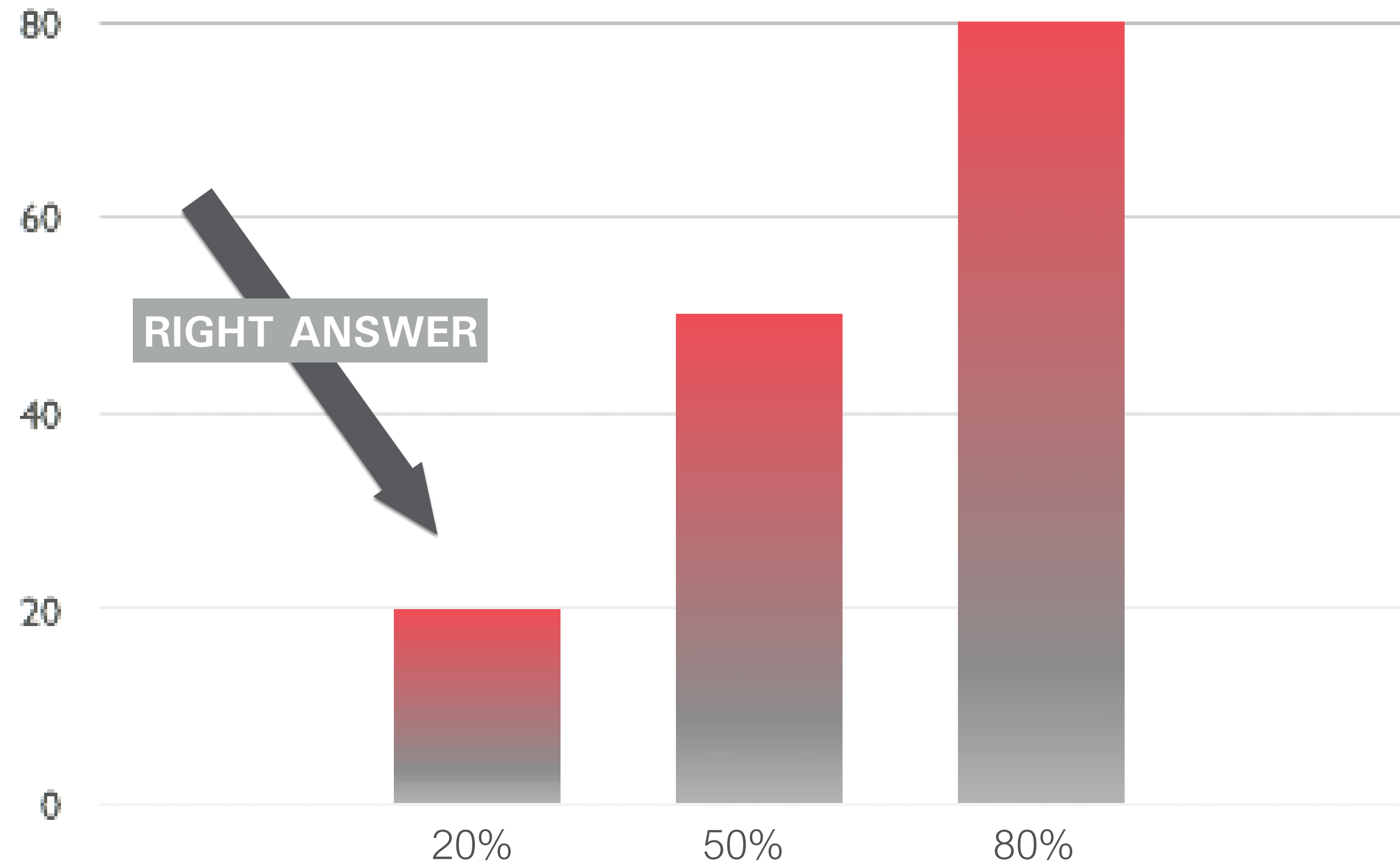


YOUR PARTNER ?



YOUR NEIGHBORS ?

WHAT % OF DECISIONS CAN YOU MAKE ALONE ?



WHAT IS NEG OTIUM ?



THE OPPOSITE OF **LEISURE**



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

3 NATURAL REACTIONS TO AVOID



ESCAPE

**STRIKE
BACK**



GIVE IN

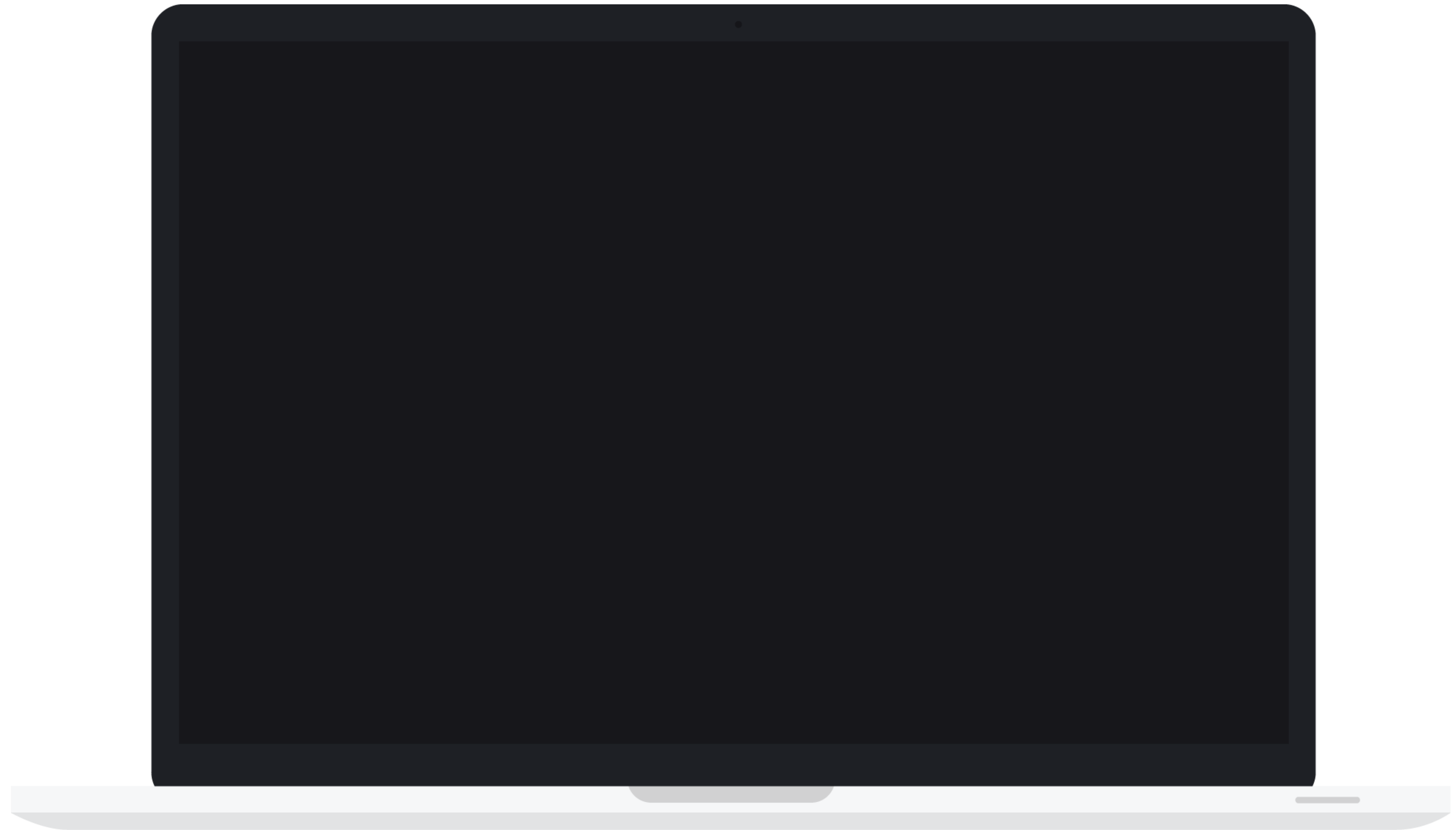
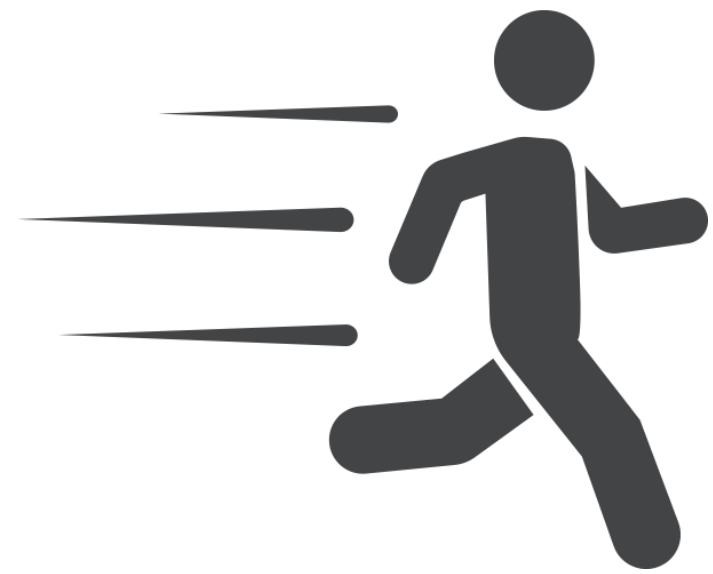


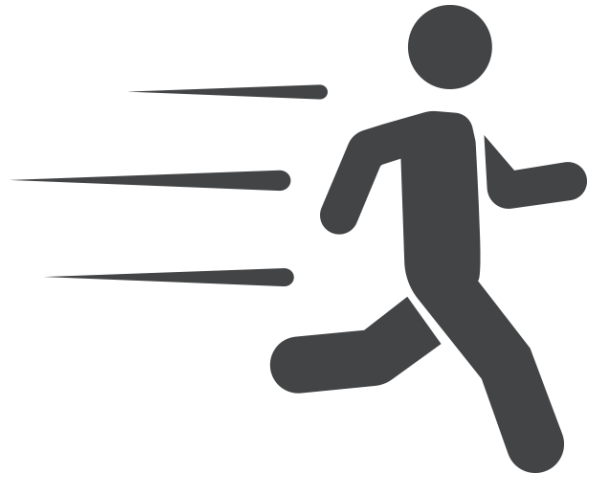
3 NATURAL REACTIONS TO AVOID



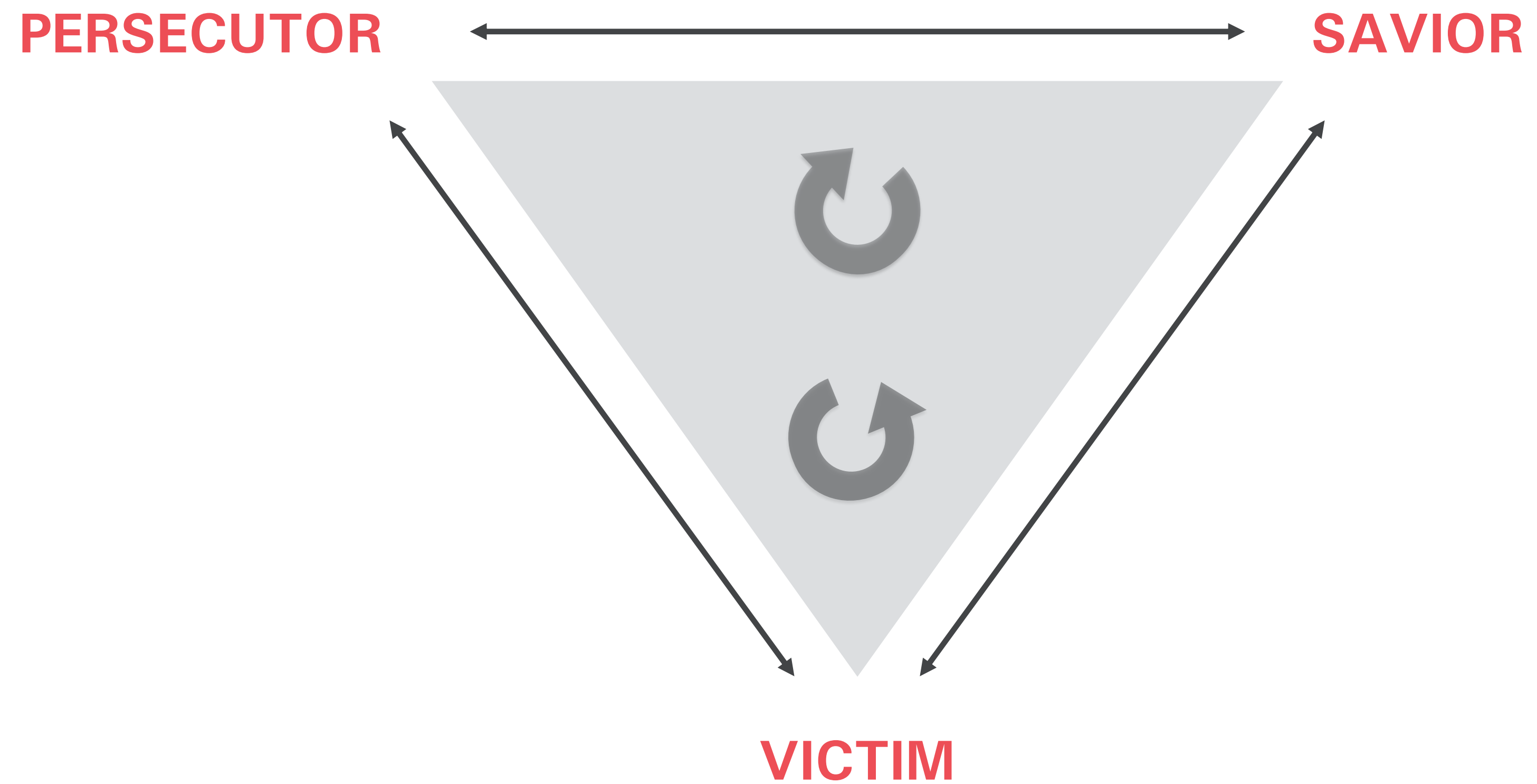
FIRST: ESCAPE

**DO NOT
ESCAPE**





DO NOT ESCAPE



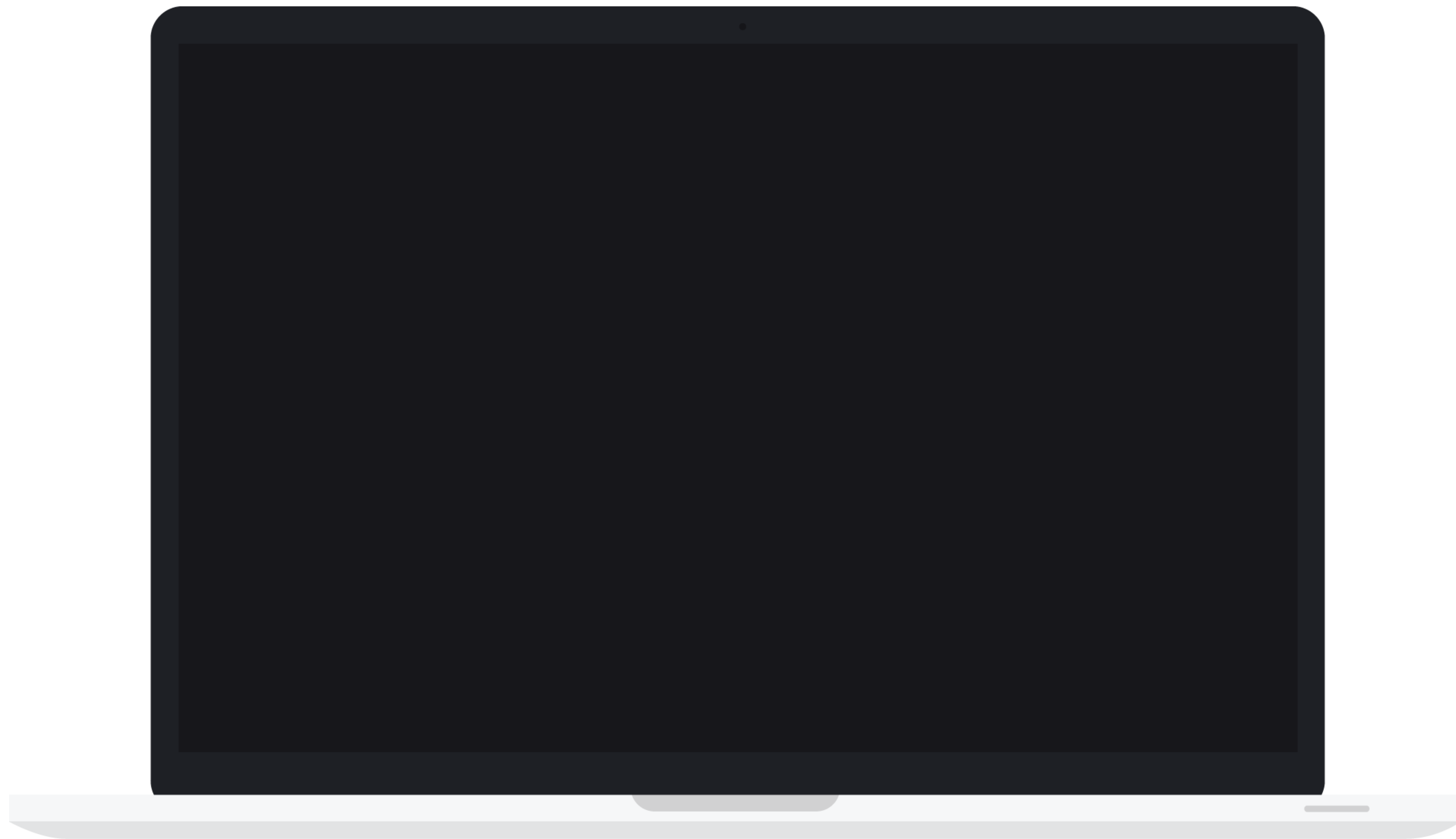
DRAMATIC TRIANGLE (KARPMAN)

3 NATURAL REACTIONS TO AVOID



SECOND: STRIKE BACK

**DO NOT
STRIKE BACK**



**DO NOT
STRIKE BACK**

6. Violence



5. Aggressiveness



4. Conflict



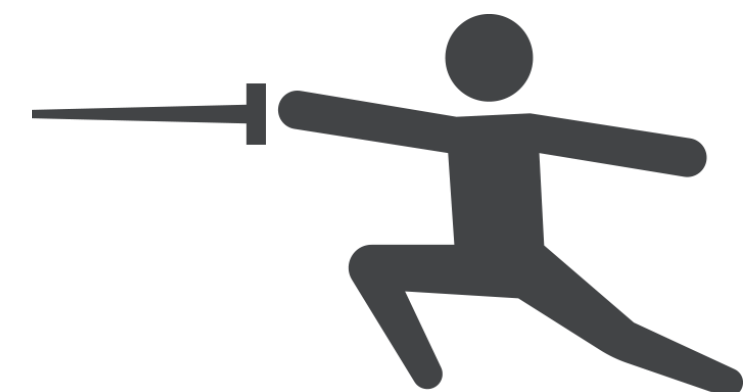
3. Discord



2. Incomprehension



1. Problem

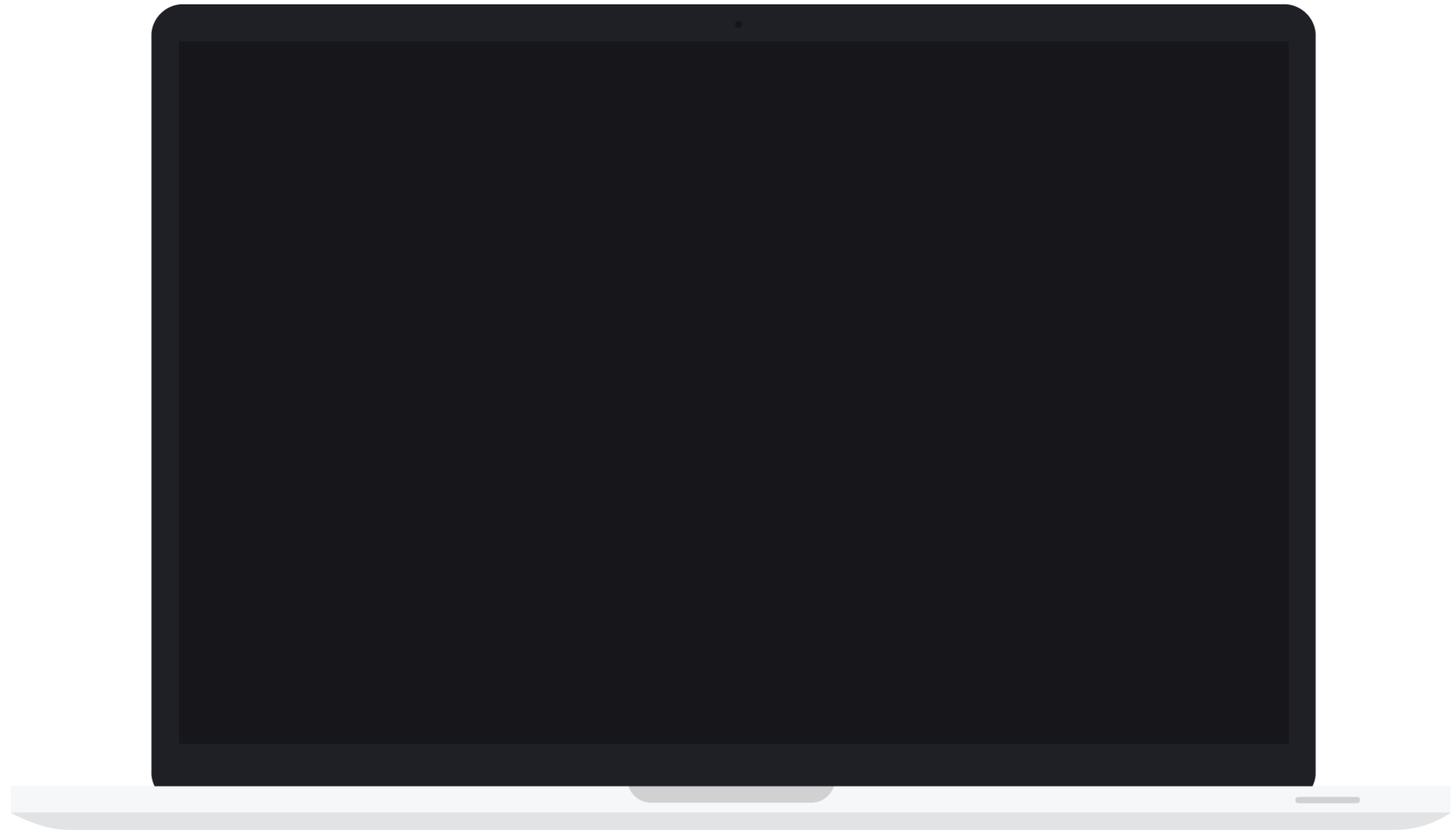


3 NATURAL REACTIONS TO AVOID



THIRD: GIVE IN

**DO NOT
GIVE IN**





DO NOT GIVE IN

NO CONCESSION WITHOUT COUNTER CESSION



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

YIM WING CHUN

DON'T MAKE IT A PERSONAL ISSUE

*As long as I can smile,
I can make it through today*
Samurai





STEP INTO THEIR SHOES

*You are probably **right**,
but the other person is not
necessarily **wrong** !*

REFRAME

*The one who manages the interview is not the **speaker**, but the **questionner***





USE POWER TO EDUCATE

*Never threaten, explain the
cost of not agreeing.
Nobody wants to **lose face**.*

DON'T ESCAPE, STRIKE BACK OR GIVE IN

But, as **Yim WING CHUN**...



ESCAPE

**STRIKE
BACK**



GIVE IN





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



Step into
their shoes



Reframe



Use power
to educate

THANK YOU
