

Negotiating Disruptions

9

Nasty Tricks To Watch Out For

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The 9 Dirty Tricks To Watch Out For

These tactics won't necessarily arise during every negotiation. However, you do need to be able to recognise them as the times the other party is becoming desperate – when things simply aren't going their way.

Here are some of the tactics they may use:

- 1. Confusion**
(Making a series offers and counter-offers)
- 2. Feigned Accommodation**
(Postponing discussion on delicate issues)
- 3. Seduction**
(Presenting their interests as really being part of what you're seeking)
- 4. Creating Uncertainty**
(And using that to force their desired outcome)
- 5. Making Threats**
(And other such aggressive behaviour)
- 6. Raising the Stakes**
(Being stubborn & demanding you make ever greater concessions)
- 7. Exploiting their Relationship with You**
(Difference in status; friendship; mutual esteem; an ongoing need to work together; etc)
- 8. Manipulation**
(Trying to forcefully persuade you that it would be in your interests to give in to certain demands)
- 9. Termination**
(Acting as if they are about to step out of the negotiation process – by making "take-it-or-leave-it" offers)