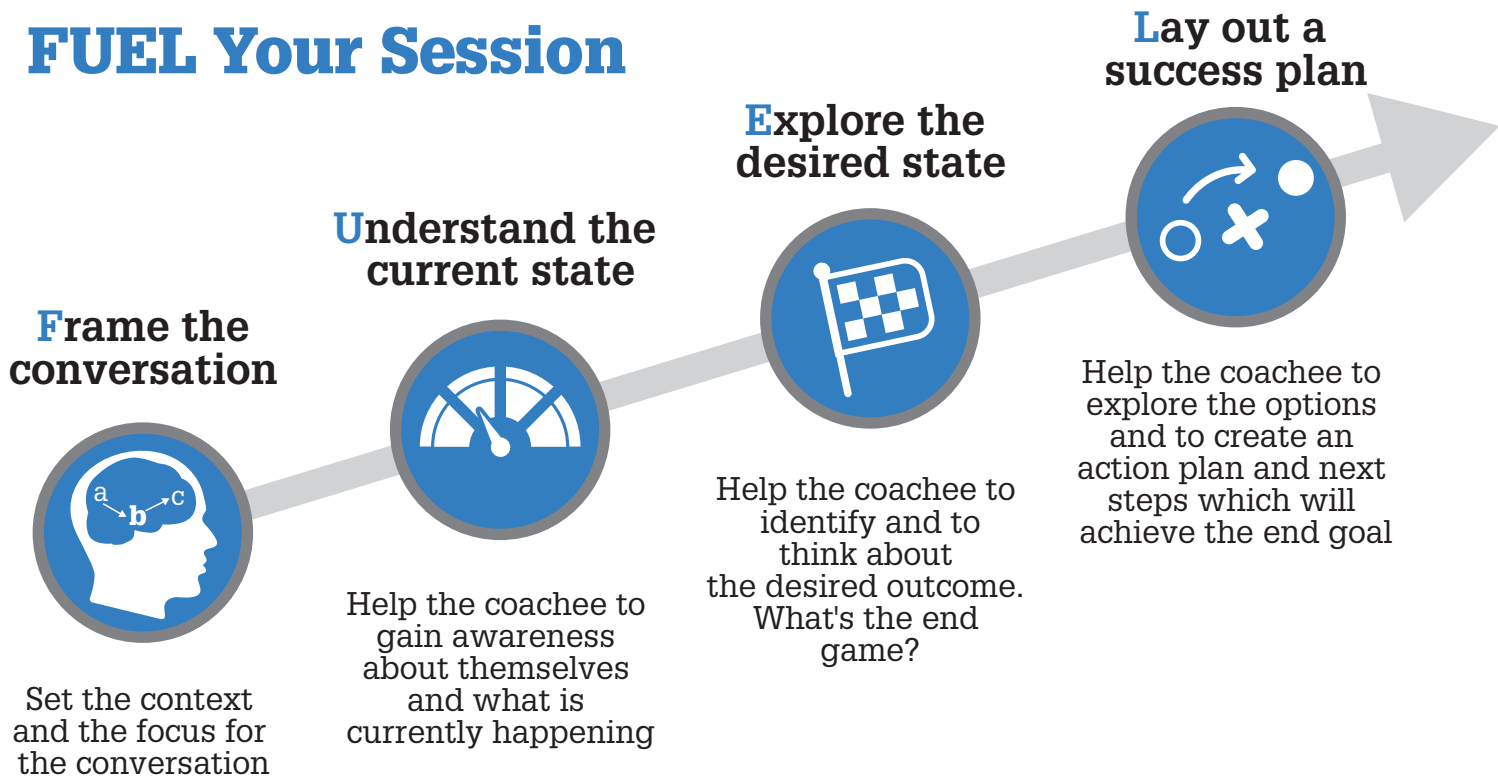


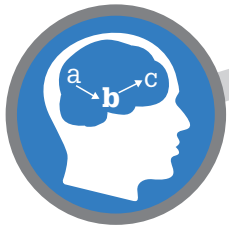
# 5 Stages For A Successful Negotiation

## Coaching Blueprint

### FUEL Your Session



**Frame the conversation**



Set the context and the focus for the conversation

**Understand the current state**



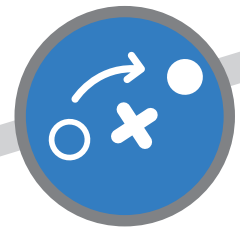
Help the coachee to gain awareness about themselves and what is currently happening

**Explore the desired state**



Help the coachee to identify and to think about the desired outcome. What's the end game?

**Lay out a success plan**



Help the coachee to explore the options and to create an action plan and next steps which will achieve the end goal

## Power Questions

1

How do you currently prepare for a negotiation?

2

Talk me through the results of a previous negotiation where you have planned and prepared effectively.

3

What would you do if you had very little time to plan and prepare for a negotiation?

4

Who are you meeting with soon where you may have to negotiate, and how confident do you feel about negotiations with them?

5

What do you think you have to do to improve your chances of negotiating successfully with them?

6

What will you need to do to ensure the discussion part of the negotiation goes successfully?

7

What did you learn from previous negotiations that will prove helpful in an upcoming negotiation?

8

How will you ensure that your proposal will be acceptable to the prospect during the discussions?

9

Are there certain conditions that you believe the prospect will ask for before they will accept your proposal?

10

What have you got to bargain with, and how will you make sure you don't give away too much too soon?

11

Do you think you may have to have other areas you can bargain with, other than price? Explain.

12

How will you know that you've reached the conclusion and that your agreement is a win/win position for you and them?