

NEGOTIATION

A Visual Map of Expert Negotiator Sanjay Yadav's Process

Negotiation is a Process, with recognizable steps.

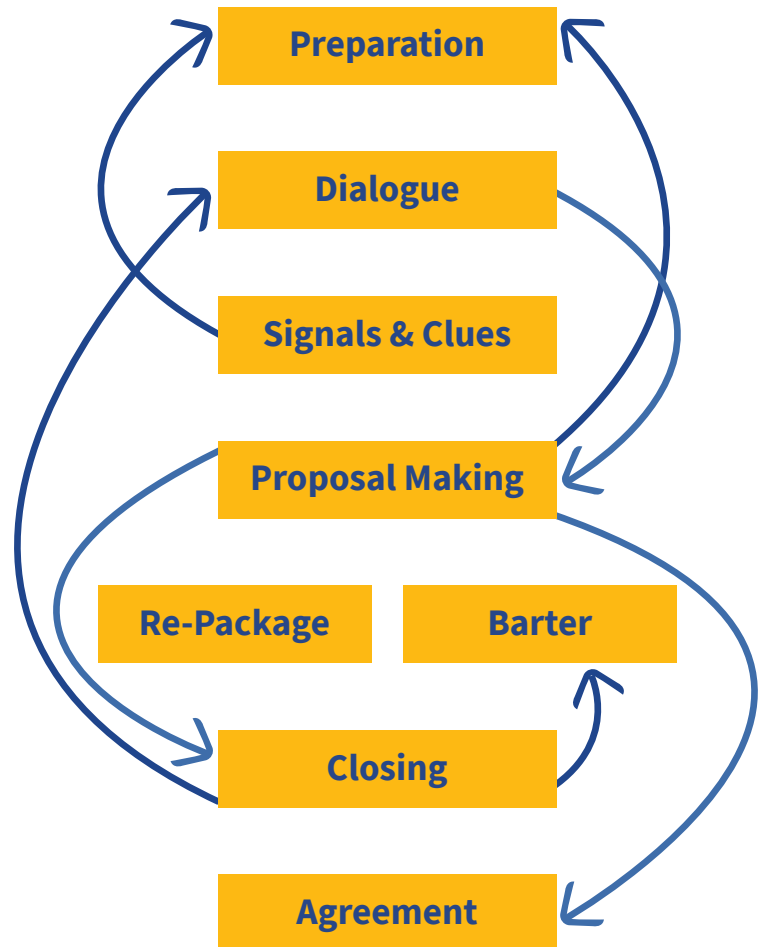
The Process is like a 'Map' on which ALL Negotiation take place.

The 'Map' helps to know where you are... & where you need to go. The Skill gets you there.

Different SKILLS associated with each Step.

Steps are not Sequential..., you will bounce back-&-forth during the Negotiation.

TIME spent at each Step will vary.



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