#### STINSON

#### Enhance your negotiating power

### Power of **SKILL**

Communicate your position

Ask questions

Take notes

Look for other options

Be sensitive to timing

Avoid on the spot decisions

# Power of **KNOWLEDGE**

Know what you want

Know your counterpart

Consider precedents

Consider the alternatives

## Power of TRUST

Be confident

Show respect

Empathize

Consider using an intermediary

Trust your instincts