

Negotiation Skills: Getting to Yes

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State Legislative Leaders Foundation/ UNCG

Women in Government

16th Annual State Directors' Conference

2010 Forecast and Leadership Series

Why Did You Decide to Run for the
Legislature?

Exercises in Getting to Yes

- Orange #1
- Orange #2

Exercise #1

Your father has sent you to the grocery store to get an orange. You arrive at the same time as someone else to be told by the grocer that there is only one orange in the store. This is a small town and there is no other store- your father has told you not to come home without an orange because he needs it for baking.

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Exercise #2

Your father has sent you the grocery store to get an orange. You arrive at the same time as someone else to be told by the grocer that there is only one orange in the store. This is a small town and there is no other store- your father must have the orange peel to use in a cake he is baking.

Your father has sent you the grocery store to get an orange. You arrive at the same time as someone else to be told by the grocer that there is only one orange in the store. This is a small town and there is no other store- your father must have the pulp (inside) of the orange to use in a cake he is baking.

Lessons in Negotiation

- The obvious solution may not be the only one or even the best one
- There may be less obvious solutions that require thinking “outside the box.”
- Think about alternative approaches.
- Think about interests rather than positions.
- Gain as much information as possible regarding the interests of the other side.
- Sometimes fairness and process are the best you can do

5 into 2

- 2 tickets and back stage passes to hear and meet your favorite musical group
- \$2,500 to spend at your favorite retail store.
- Free hang-gliding lessons
- Free all-expense paid for three days at exclusive spa
- The latest communication gizmo for free

More Lessons in Negotiation

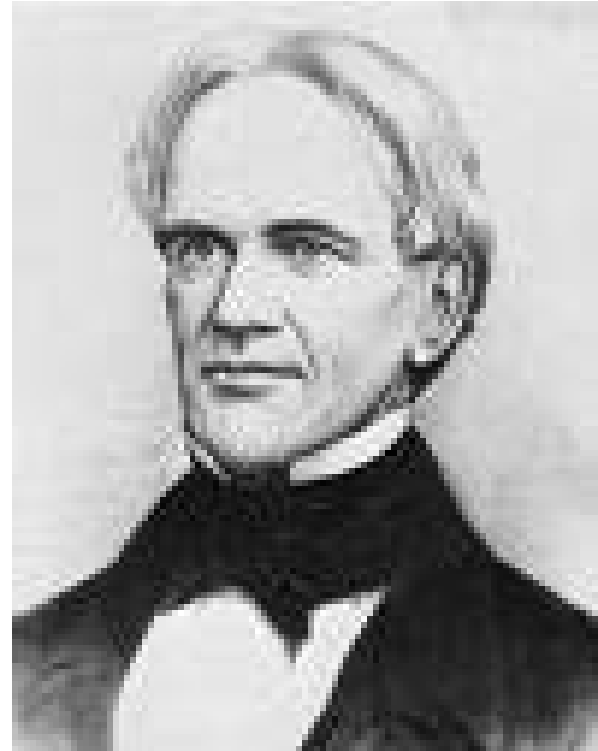
- We don't all need or want the same things.
- Different parties value different things and assign different values.
- Spend time evaluating what the other person needs.
- These differences provide the opportunity for negotiations.
- It is not always possible to make everyone happy.
- However, if we don't try, it will never happen.

Tools Available to You

- Power of Position.
- Power of Persuasion.
- Power of Agenda Setter.
- Power of Convener.
- Power of Information.
- Power of the Purse.

Why It Matters!

“Be ashamed to die unless you have won some victory for humanity.”



Horace Mann, former State Senator and University President



“I don’t want
to be a dead
hero. I want
to be a live
me!”

Rafe Hollister

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