

Negotiation Tactic -- Take It Or Leave It

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Sample of Content:

Know the drawbacks of this overly used negotiation tactic. Learn how to counter it effectively.

Content:

How many times have we heard this commonly used negotiation tactic? The "take it or leave it" tactic is basically an ultimatum designed to prevent further negotiations from taking place. It is almost always a bluff and a challenge to the other side to see who has the stronger nerves. The problem with this tactic is that it causes too much resistance and conflict to facilitate an agreement. This tactic is aggressive and demanding, two things that don't sit well with your counterpart. What you are basically saying with this tactic is, "Its going to be my way, or no way." Now the other side is going to have to reassert their own dominance over the situation by choosing to

“leave it” rather than to “take it” to save face and show you who really is in charge. Where is the negotiation now?

How To Counter This Tactic

There are three main ways you can counter the “take it or leave it” tactic. The first way is by simply ignoring it. Let it fall on deaf ears and just continue negotiating like you never heard it. This lets you test the seriousness of their threat. The second way is by asking them, “What do you think might happen if we don’t reach an agreement.” This will get the other side to realize the consequences of not reaching a negotiated settlement. The third way is by probing more into their interests and needs on the issue rather than focusing in on their demands.

Tristan Loo is an experienced negotiator and an expert in conflict resolution. He uses his law enforcement experience to train others in the principles of defusing conflict and reaching agreements. Visit his website at <http://www.acrsonline.com> or e-mail him directly at CEO@acrsonline.com

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