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# Ask for It

YES  
yes YES yes

**THE KEY NEGOTIATION SKILLS  
TO GET WHAT YOU WANT**



Local Women Entrepreneurs.com

## Table of Contents

<b>THE POWER OF NEGOTIATION</b>	<b>3</b>
<b>KEY NEGOTIATION SKILLS</b>	<b>4</b>
<b>NEGOTIATION BEST PRACTICES</b>	<b>7</b>
<b>CONCLUSION</b>	<b>20</b>

## The Power of Negotiation

When we hear the word *negotiation*, we typically think of boardroom takeovers like we see in the movies or at least trying to get a raise at work. Negotiation is used in business and in places of employment, for sure. But we negotiate in a lot of different ways that we may not think about. We negotiate with our partners, our children, friends, co-workers, and yes when buying a car or trying to get a better rate on our cell phone service. Negotiation is a big part of our lives, no matter who we are.

Negotiation is the act of coming to an agreement on a topic that's important to all parties involved. It may include conflict resolution so that the issue gets resolved without harsh words or hard feelings. It's coming up with the win-win.

Even though we negotiate all the time, most of us could be better at it. You may think that some people are just born with what it takes to be good negotiators. But the good news is that bargaining skills can be learned. They aren't part of a special gene that only the lucky few have.

Negotiation skills help us in all types of ways:

- Improve our interpersonal relationships
- Save money
- Resolve conflict amicably
- Get ahead in a career (promotions, raises)
- Build a solid business

Basically, being good at compromise makes for a happier life for everyone. Maybe you've even given up compromising because you never get what you want out of the deal. If that sounds like you or if you want to learn how to improve your odds and get a *YES* more often, then you'll want to keep reading. This eBook will teach you the skills you need to get what you want in every type of situation and provide you with tips to make you an amazing negotiator, no matter what you are bargaining for.