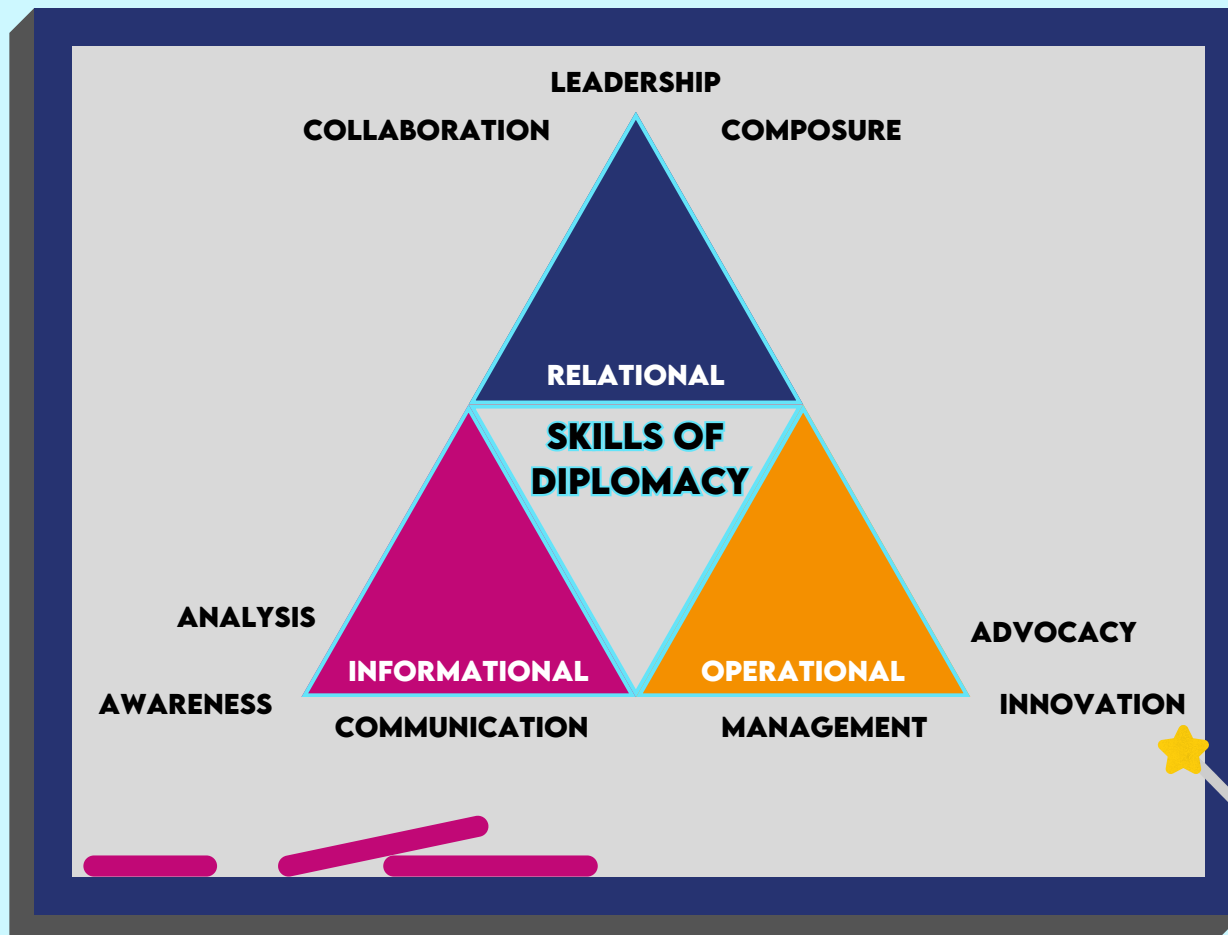




WITH POSITIVE VIBES🕶️

HOW TO NEGOTIATE

Alright, many of us have found ourselves in situations where we need to work with somebody that we don't necessarily agree with on one or many things, but need to come to agreements to accomplish our goals. These situations require us to use something known as "tact", or skills that allow us to come to agreements in ways that don't make others upset. Get ready, as you get to dabble in being a diplomat! 😊



TRANSLATED FROM PENGUIN:

Checkout the Skills of Diplomacy! If you don't know what some of these words are, don't you worry, we'll be exploring each of these together! These skills help us vibe with those we wouldn't normally vibe with, and come to agreements!



RELATIONAL SKILLS HOW TO NEGOTIATE



Starting with **Relational Skills**, which are required to work successfully with others

COLLABORATION

Brings in the ideas of others to find common ground

LEADERSHIP

Makes decisions using what information is available & keeps the big picture in mind

COMPOSURE

Works with the range of attitudes & behaviors exhibited from others

COMFY SCALE		IDEAS TO PRACTICE
Got it on Lock!	☐	
Vibin' in the Middle	☐	
Getting the Hang Of	☐	
Got it on Lock!	☐	
Vibin' in the Middle	☐	
Getting the Hang Of	☐	
Got it on Lock!	☐	
Vibin' in the Middle	☐	
Getting the Hang Of	☐	

RELATIONAL

How might the skills you have "Got on Lock" can help support you with the skills that are "Vibin' in the Middle" and skills you're still "Getting the Hang of"

INFORMATIONAL SKILLS HOW TO NEGOTIATE



Starting with *Informational Skills*, which determine how to approach a situation

ANALYSIS

Studies & thinks critically about situations

AWARENESS

Respects different cultures, adapts to meet change, & are aware of how you're coming across to others

COMMUNICATION

Shares your perspective / position on a matter, listens to others, and finds overlap

COMFY SCALE

IDEAS TO PRACTICE

Got it on Lock!	☐	
Vibin' in the Middle	☐	
Getting the Hang Of	☐	
Got it on Lock!	☐	
Vibin' in the Middle	☐	
Getting the Hang Of	☐	
Got it on Lock!	☐	
Vibin' in the Middle	☐	
Getting the Hang Of	☐	

INFORMATIONAL

How might the skills you have "Got on Lock" can help support you with the skills that are "Vibin' in the Middle" and skills you're still "Getting the Hang of"

OPERATIONAL SKILLS HOW TO NEGOTIATE



Starting with **Operational Skills**, which are required to take action

MANAGEMENT

Leans on the strengths of the team & knows what tools & resources are available to help meet goals

INNOVATION

Makes backup plans and is flexible in response to unanticipated situations or changes to plan

ADVOCACY

Speaks on behalf of those who are not in a position to do so themselves

COMFY SCALE		IDEAS TO PRACTICE
Got it on Lock!	☐	
Vibin' in the Middle	☐	
Getting the Hang Of	☐	
Got it on Lock!	☐	
Vibin' in the Middle	☐	
Getting the Hang Of	☐	
Got it on Lock!	☐	
Vibin' in the Middle	☐	
Getting the Hang Of	☐	

OPERATIONAL

How might the skills you have "Got on Lock" can help support you with the skills that are "Vibin' in the Middle" and skills you're still "Getting the Hang of"