

ENLIGHTENED NEGOTIATION™

— EIGHT SPIRITUAL LAWS —
to CONNECT | CREATE | PROSPER

by Dr. Mehrad Nazari

Enlightened Negotiation



8 Universal Laws *to Connect, Create, and Prosper*

—*“Enlightened Negotiation is a must-read for anyone who wants to be a true collaborator.”—KEN BLANCHARD,
Coauthor of *The One Minute Manager*[®] and *Collaboration Begins with You**

MEHRAD NAZARI, PHD, MBA

ENLIGHTENED  **NEGOTIATION™**
by Dr. Mehrad Nazari

EIGHT SPIRITUAL LAWS *to* **CONNECT | CREATE | PROSPER:**

**INTENTION | TRUST | COMMUNICATION
STRENGTH | FLEXIBILITY | MANIFESTATION
MINDFULNESS | REFLECTION**

THE LAW OF TRUST

Trust is the foundation of any relationship, collaboration and negotiation

Trust is the congruity of words and actions

Trust is a moral credit rating. It is the measure of our values and an economic driver of the 21st century.

HOW TO ESTABLISH TRUST IN SHORT TIME PERIOD

Authenticity . Know Thyself . Truthfulness

Be part of the tribe: know the language, culture, nuances

Elaborate on your unique quality

Give a concession

Dude, I got so *turnt* last night!

That party was too *turnt*!

ISSUED BY _____ PASSENGER TICKET AND BAGGAGE CHECK SUBJECT TO CONDITIONS CONTAINED IN THIS TICKET ORIGIN/DESTINATION **SITI 55501482 03JAN**

ENDORSEMENTS/RESTRICTIONS (CARDON): **RATE1USD=4648/1952RUR** AIRLINE DATA **NMMER**

ISSUED IN EXCHANGE FOR _____

NAME OF PASSENGER _____ NOT TRANSFERABLE **MR** TOUR CODE **Lift** PASSENGER COUPON **Lift** CONUNCTION TICKETS _____

X/O	NOT GOOD FOR PASSAGE	CARRIER	FLIGHT	CLASS	AT	FARE BASIS	NOT VALID BEFORE	NOT VALID AFTER	ALLOW
	FROM MOSCOW SVO	SU	315	M	27JAN	1035			PC
X	TO NEW YORK JFK	DL	1866	Y	27JAN	1715			PC
	TO BOSTON		=	V	0	I	D	=	
	TO NEW YORK NYC/JFK	SU	316	M	03MAR	1500			PC
	TO MOSCOW SVO								

FARE CALCULATION

FARE	USD	1956	MOW	SU	NYC	800.00	DL	BOS	356.36	/NYC	SU	MOW	M800.00	NUC	1956.36
EQU V. FARE PD	RUR	4781000	END	ROE	1.00000	SITI	XT	RUR	31000	YC	RUR	7000XA	RUR	14000XF	JFK3
TAX	RU	5000													
TAX	XY	28000													
TAX	XT	52000													
TOTAL	RUR	484000													

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with Dr. Helen J. Messeri
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"My child has special wants."

THE LAW OF STRENGTH

In negotiation knowledge and wisdom are strength and power

Knowledge about our self, our desires and needs

Knowledge about the other party, their desires and needs

Knowledge about the context of our negotiation and process



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THE LAW OF STRENGTH

Look at every interaction as an opportunity to co-create something noble and significant

Be open minded and avoid wrong assumptions

Communicate, listen, be sure to understand and be understood



Self-actualization
Need for growth, purpose

Esteem
Need for respect, prestige

Belongingness and Love
Need for approval, belonging and love

Safety
Need for physical and psychological safety

Physiological
Need for basic human survival, food, sex, sleep

Self-actualization
Corp. Soci. Responsibility

Esteem
Brand recognition

Belongingness and love
Client/employee retention

Safety
Revenue streams - Employees

Physiological
Service - Product - Workspace - Computer

THE LAW OF FLEXIBILITY

Flexibility is the ability to adapt to change without compromising your values

Flexibility is not a state of the mind or a personal trait

What enables flexibility is creativity



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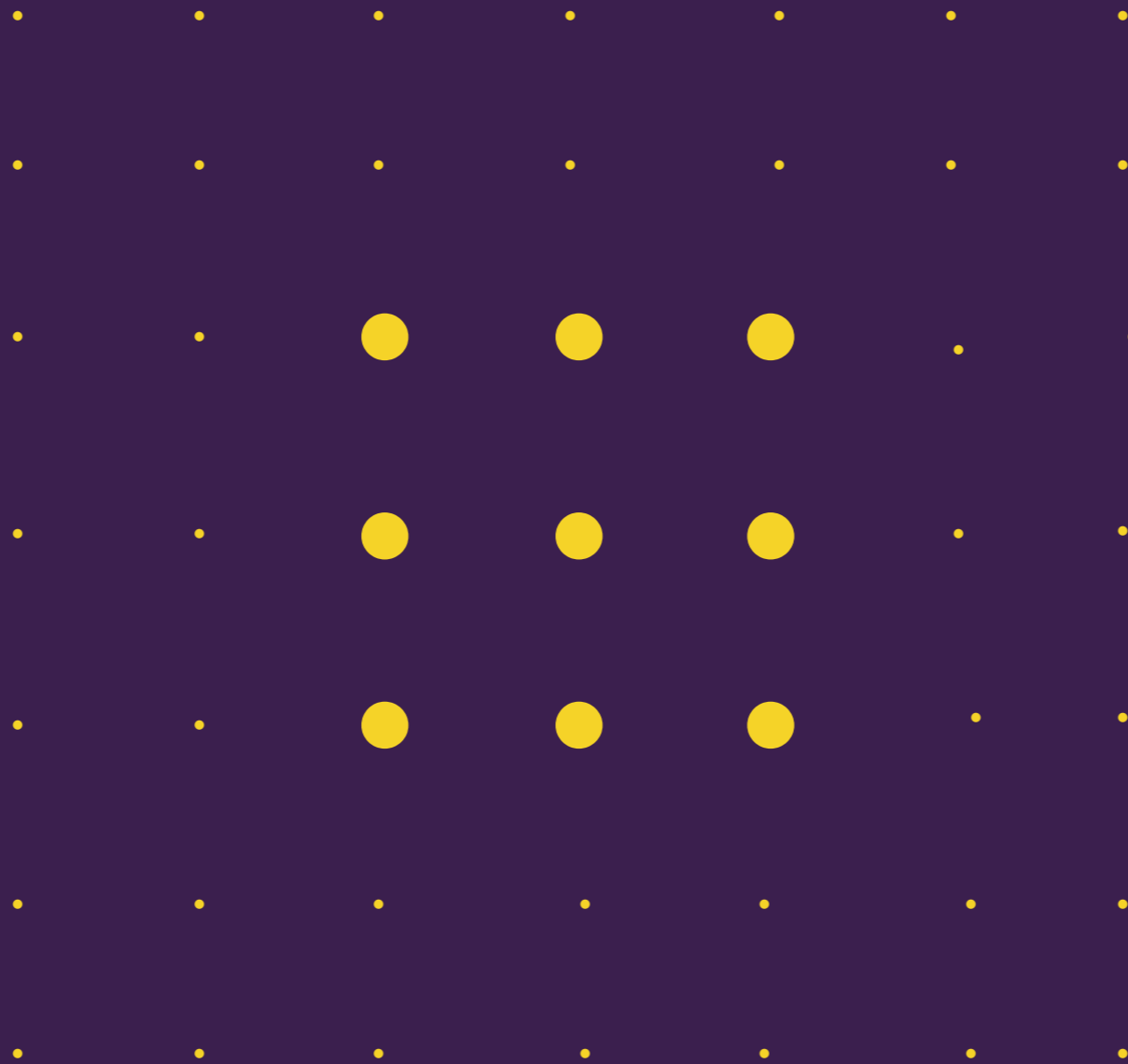
CONNECT | CREATE | PROSPER



**THE ESSENCE OF NEGOTIATION
IS CONNECTION:** with the different
aspects of ourselves and with each other.

I promote eight spiritual laws for
connection, creation and prosperity,
and give people guidance on unifying
their work, their personal life,
and their spiritual life.





THE NEXT STEP

- Free 1 on 1
- Presentation pdf
- 1 on 1 Consulting / Coaching
- Speaking
- In-house Training
- Workshops

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