

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*!

ENLIGHTENED NEGOTIATION TRAINING

ISSUED BY _____ PASSENGER TICKET AND BAGGAGE CHECK SUBJECT TO CONDITIONS CONTAINED IN THIS TICKET ORIGIN/DESTINATION _____

ENDORSEMENTS/RESTRICTIONS (CARBON) _____ AIRLINE DATA _____

RATE 1 USD = 4648 / 1952 RUR _____ with Dr. Mehrad Nazari _____

ISSUED IN EXCHANGE FOR _____

55501482 03JAN 95

ISSUE PLACE OF ISSUE _____

CONNECTION TICKETS | PROSPER

PASSENGER COUPON

TOUR CODE _____

NAME OF PASSENGER _____ NOT TRANSFERABLE _____

MR _____

Lift

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

FARE CALCULATION

USD 1956 MOW SU NYC800.00DL BOS356.36//NYC SU MOW M800.00NUC1956.36

RUR 4781000 END ROE1.00000SITI XT RUR 31000YC RUR 7000XA RUR 14000XFJFK3

TAX RU 5000

TAX XY 28000

TAX XT 52000

TOTAL RUR 4846000

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THE LAW OF STRENGTH

In negotiation knowledge and wisdom are strength and power

Knowledge about ourself, 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

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Be open minded and avoid wrong assumptions

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Communicate, listen, be sure to understand and be understood



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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

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Self-actualization
Corp. Soci. Responsibility

Esteem
Brand recognition

Belongingness and love
Client/employee retention

Safety
Revenue streams - Employees

Physiological
Service - Product - Workspace - Computer

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

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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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