

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



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

ENTrust is the congruity of words and actions G

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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

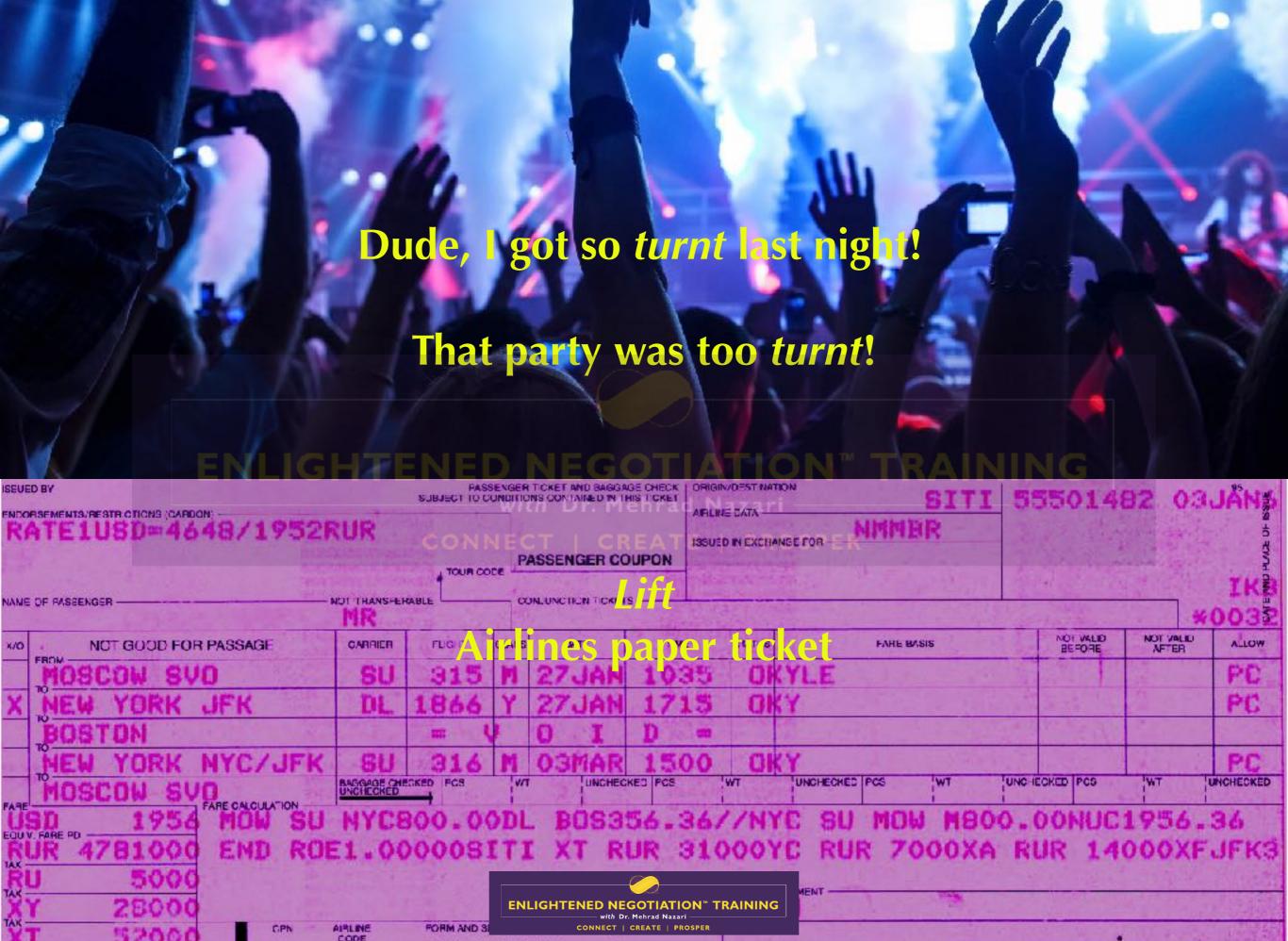
Authenticity . Know Thyself . Truthfulness

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

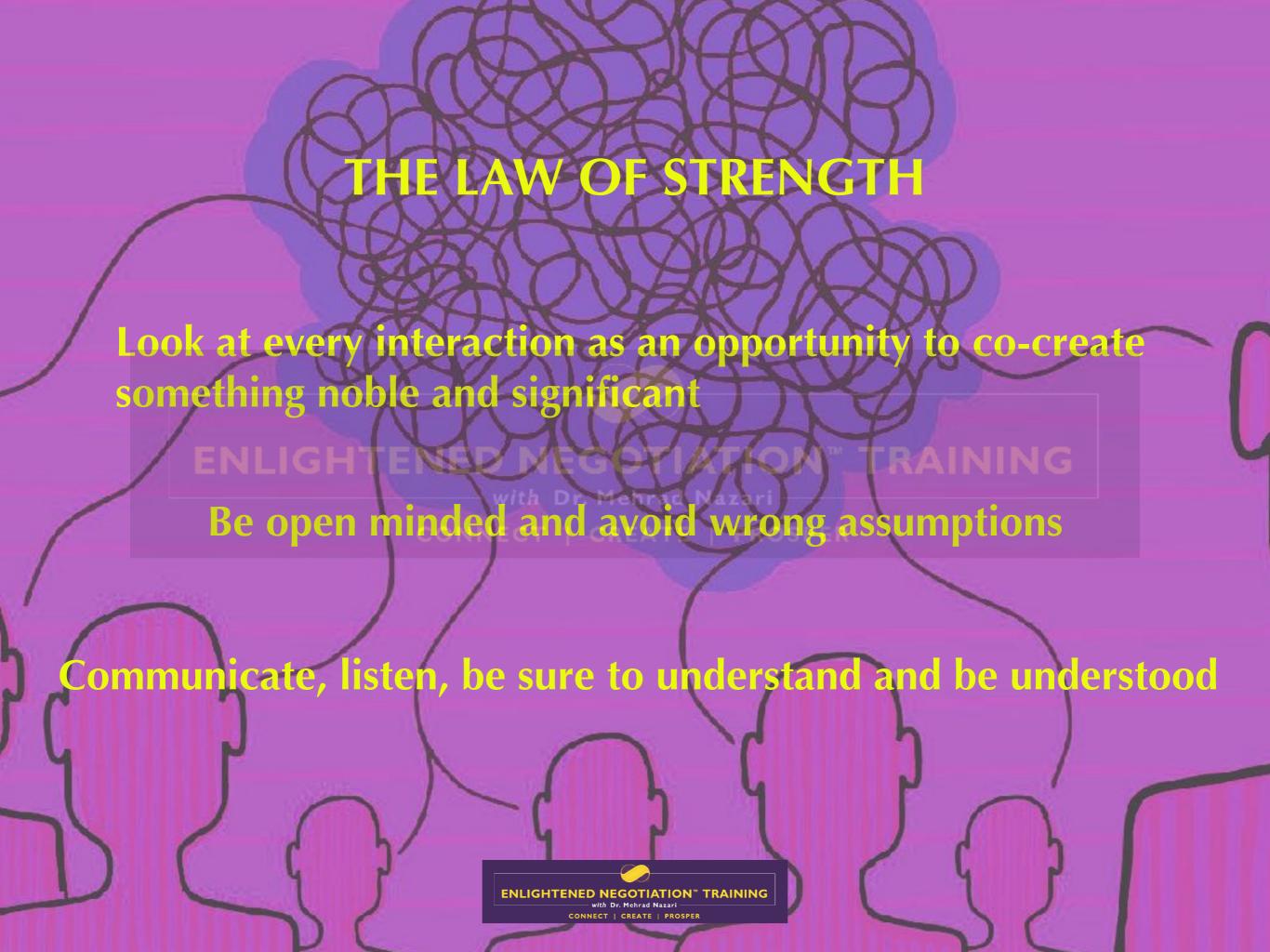
ENLIGHTENED NEGOTIATION TRAINING
Elaborate wh Proter unique quality

Give a concession





ORIGINAL ISSUE



THE LAW OF STRENGTH

In negotiation knowledge and wisdom are strength and power

Knowledge about ourself, our desires and needs

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Knowledge about the other party, their desires and needs

nowledge about the context of our negotiation and process



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 strams - Employees

Physiological Service - Product - Workspace - Computer

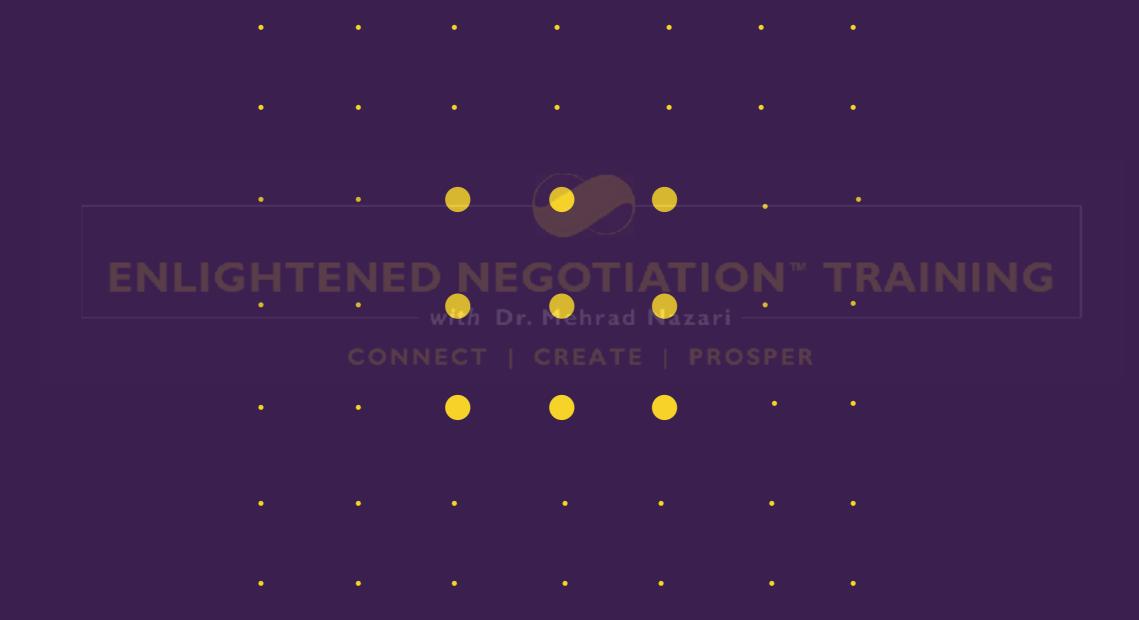




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THE NEXT STEP

- Complimentary 1 on 1 (20 minutes)
- Presentation pdf
- 1 on 1 Consulting / Coaching
- Speaking
- In-house Training
- Workshops

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