# 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, Constitute of The One Minute Manager" and Collaboration Begins with You

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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

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CONNECT | CREATE | PROSPER

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

Enlighante on your unique quality aining

Give a concession





#### THE LAW OF STRENGTH

In negotiation knowledge and wisdom are strength and power

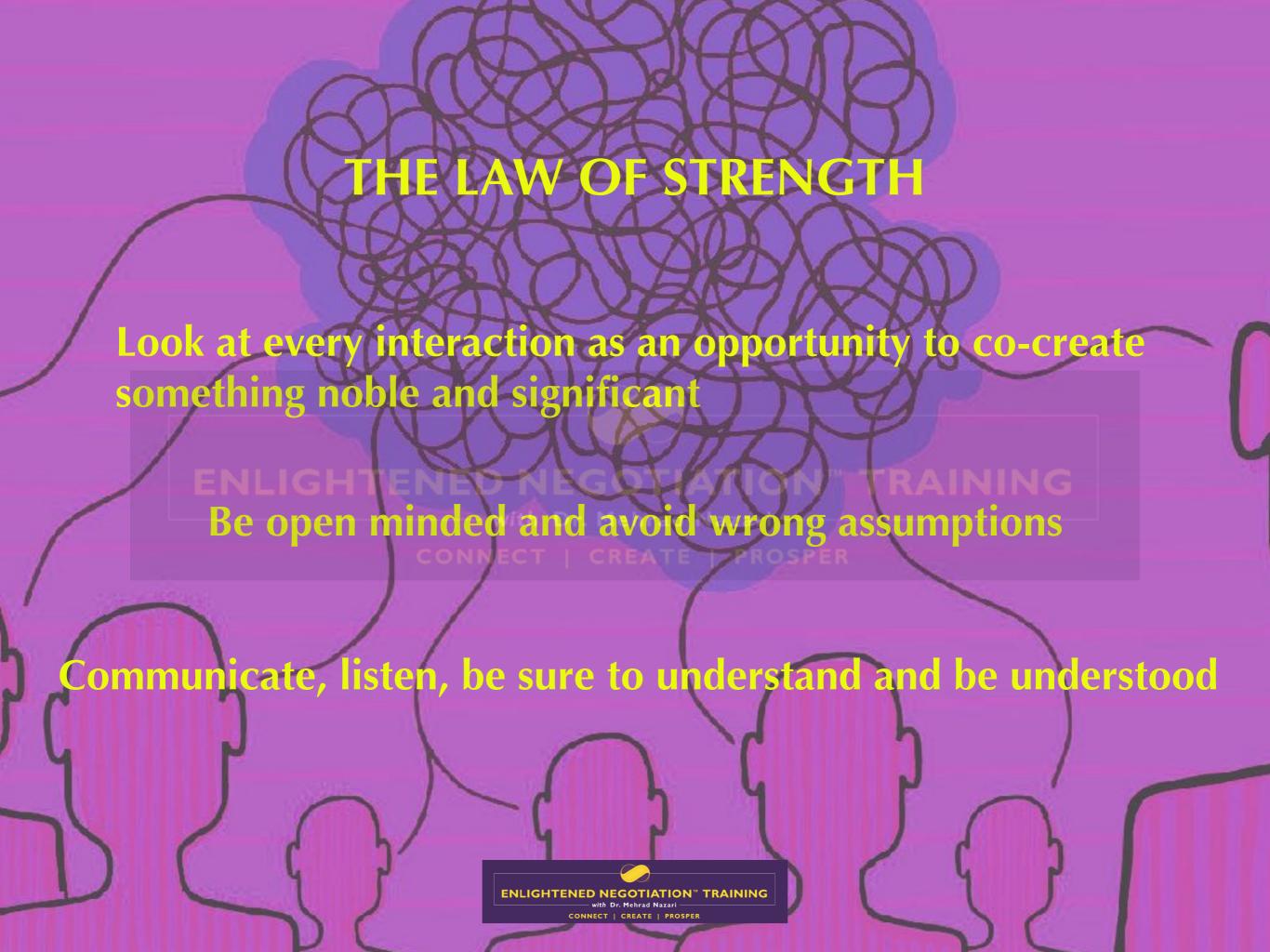
Knowledge about ourself, our desires and needs

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Knowledge about the other party, their desires and needs

chowledge 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

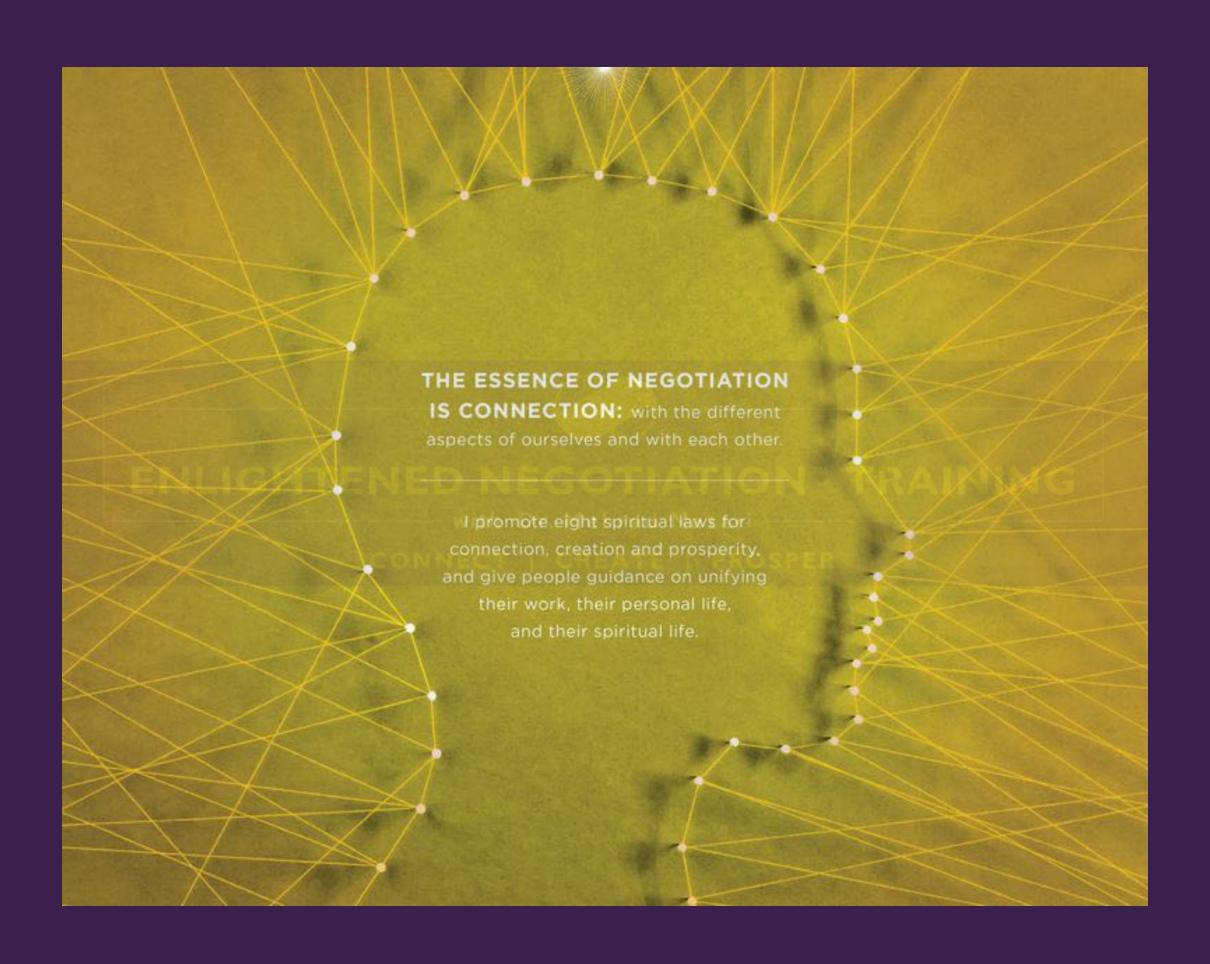
Physiological Service - Product - Workspace - Computer

#### THE LAW OF FLEXIBILITY



What enables flexibility is creativity









#### **ENLIGHTENED NEGOTIATION™ TRAINING**

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