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ENLIGHTENED NEGOTIATION™ TRAINING

with Dr. Holly A. Messer

CONNECT | CREATE | PROSPER

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ENLIGHTENED NEGOTIATION™

— EIGHT SPIRITUAL LAWS —
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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,
Creator of The One Minute Manager® and Collaboration Begins with You*

MEHRAD NAZARI, PHD, MBA

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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 a Short Time Period

- Authenticity - Truthfulness - Know Thyself
- Be part of the tribe: know the language, culture, nuances
- Elaborate on your unique quality
- Give a concession and let them know the value of it



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- Dude I got so *turnt* last night
- *Lift* - a paper airlines ticket
- That party was too *turnt*



The Law of Strength

- Look at every interaction as an opportunity to co-create something noble and magnificent
- Be open minded and avoid wrong assumptions
- Communicate, listen, be sure to understand and be understood
- Be aware of wrong assumptions

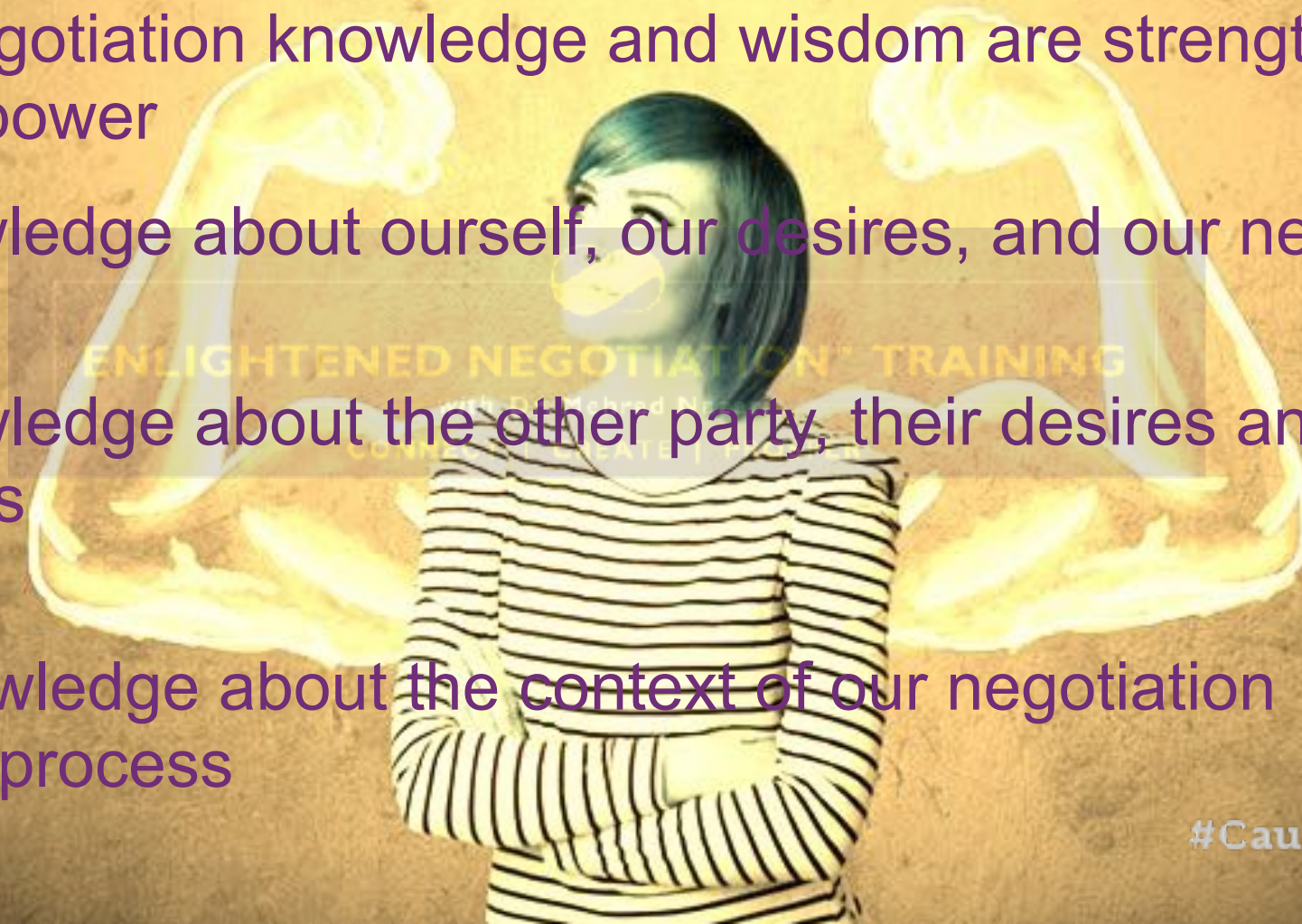
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The Law of Strength

- In negotiation knowledge and wisdom are strength and power
- Knowledge about our self, our desires, and our needs
- Knowledge about the other party, their desires and needs
- Knowledge about the context of our negotiation and process





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Self-actualization
Corp. Soci. Responsibility

Esteem
Brand recognition

Belongness and love
Client/employee retention

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Safety
Revenue strams - Employees

Physiological
Service - Product - Workspace - Computer

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

ENLIGHTENED NEGOTIATION™ TRAINING

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

www.EnlightenedNegotiation.com
DrNazari@EnlightenedNegotiation.com

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