



PEP SHEET – Negotiations

Take a moment to listen to episode #11 on negotiations and reflect on the questions below:

When do you negotiate, and what (could be at home or professionally)?

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What are some of the negotiations you might have to/should participate in the next few months (you might have avoided them previously)?

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Choosing one of those future negotiations, reflect on what is the long-term goal?

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Short-term goal?

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Win for you (and non negotiable?)?

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Win for them (make sure to make your research, and to listen!)?

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Possible creative solutions (holiday rather than higher salary, more flexibility etc.)?

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If the negotiation is particularly challenging, how can you separate the person from the problem?

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Other reflections:

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