

Negotiating

Negotiating

/'netwə:k/ verb

To obtain or bring about by discussion, with another or others, as in **the preparation** of a treaty or contract or in preliminaries to a business deal.

1 Why you should negotiate



Dutch culture

The Dutch have a history of trade, it's in their blood. They're not surprised to negotiate about anything...so why not?!



Feeling of justice

You want something...but people also want something from you. Be treated equally!



Respect

Negotiating might earn you respect. It won't harm relationships but might build better ones!

2 What skills do you need?

It might be scary but everybody can negotiate. Some skills and personality traits might come in handy. This is a selection of skills and traits that can help you negotiate with ease.

analytical **Self confidence** adaptive listening
problem solving mathematical
goal oriented small talk communicative

Negotiating

3 Convincing tactics

How do you negotiate? There are a lot of ways so its probably good to find out what works best for you. These are approaches you can try.



Personal route

- Rational arguments
- Inspiring message
- Consultation
- Temptation
- Match the personal strategy



non-personal route

- Pressure
- Trade
- Coalition
- Procedural

Tips & tricks

Here are some tips to help you negotiate your salary at a (new) job. First things first: it's not all about the money! There are more things you can negotiate about. Do you want to master your negotiation-skills? Sign up to our workshops now! More info: rug.nl/careerservices

Primary



Salary

Secondary



Phone &
 laptop



(lease) car



bonuses



Study
 opportunities



Bicycle



Holidays

= Package deal!



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