Negotiating

Negotiating
/ˈnɛtəriŋ/
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  adaptive  listening
problem solving  mathematical  small talk
Self confidence  goal oriented  communicative
Negotiating

3 Convincing tactics

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

- Rational arguments
- Inspiring message
- Consultation
- Temptation
- Match the personal strategy
- 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
- Study opportunities
- Bicycle
- Holidays
- Bonuses

= Package deal!