





NEGOTIATION: Advocating for Yourself and Others

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What is negotiation?

- ▶ Negotiation is a dialogue between two or more people or parties intended to reach a beneficial outcome over one or more issues where a conflict exists with respect to at least one of these issues.

LIFE IS A SERIES OF NEGOTIATIONS

- ▶ When you think about it carefully you are going to realise that you negotiate all day in all your undertakings from the time you wake up to the time you go to sleep.
- ▶ The most important negotiations we have are the ones that determine the quality of our lives and the impact of our actions.



Negotiating with yourself.

Better results, stronger relationships and more of life's deeper rewards all come from learning to negotiate with yourself.

The Big Four

- ▶ The Chief executive officer: your inner **Dreamer**
- ▶ The Chief Financial Officer : your Inner **Thinker**
- ▶ The Vice President of Human Resources: your Inner **Lover**
- ▶ The Chief Operating Officer: your Inner **Warrior**

NOTE: The magic is in how you get all these big four to work in sync with each other because you will need them to manage yourself, a team or even a global organisation.

How to Argue with a CAT?

- ▶ Practice Agreeability: Turn a disagreement into a beautiful relationship
- ▶ Pounce like a predator: Learn persuasion's timing secret, it is never about the position but ones interest that you need to appeal to.
- ▶ Defuse anger: Cool things down things with a thing called the future. Anger breed more anger.
- ▶ Fit in with the clan: Practice Perfect decorum
- ▶ Earn Loyalty: Wield the tools of character i.e caring, craft and cause
- ▶ Argue logically: persuade a cat to come to you.
- ▶ Avoid manipulation: logical fallacies and why they fool us. Persuasion is a dark art.
- ▶ Talk with your body: Convince with tone and gesture
- ▶ Make them Heed: Lure and Ramp Model
- ▶ Follow the Steps: Learn the importance of Checklists

Recommendation

- ▶ READ HOW TO ARGUE WITH A CAT BY Jay Heinrichs



THANK YOU VERY MUCH