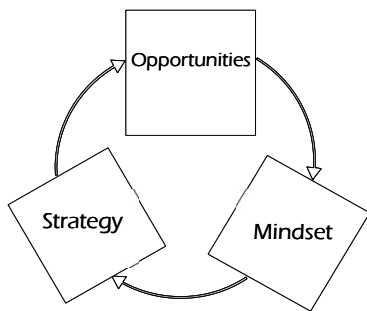


Three Secrets to Negotiating Success

ACC NCR
Paralegal Institute
29 June 2021





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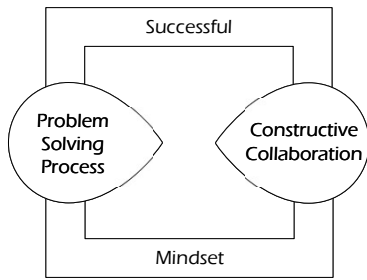
When does an Opportunity to Negotiate Arise?



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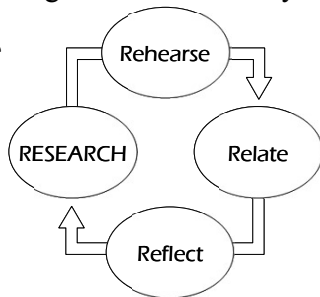
POLL

What is the best approach to take when negotiating?

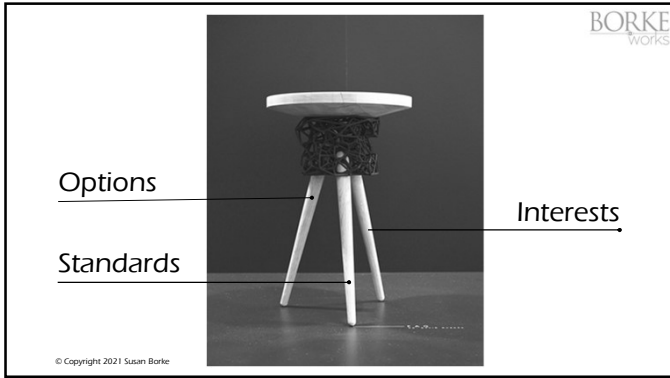


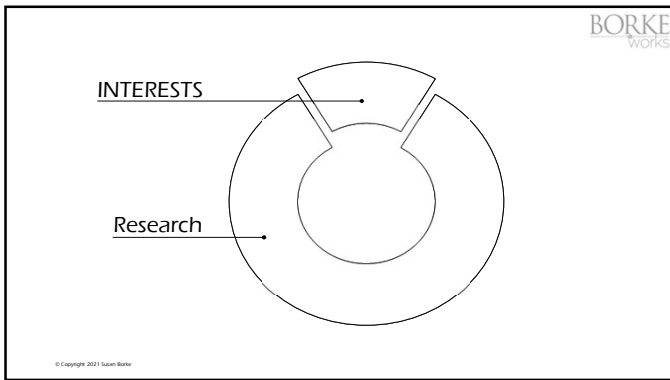
Negotiation Success Cycle

Prepare

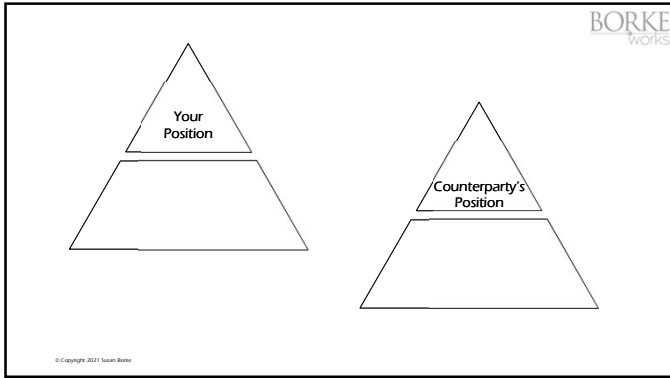


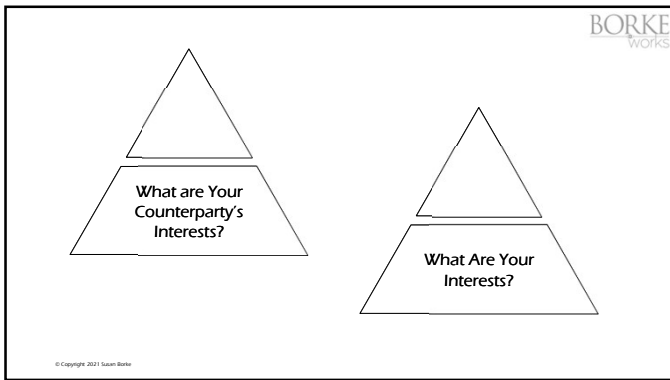
Engage

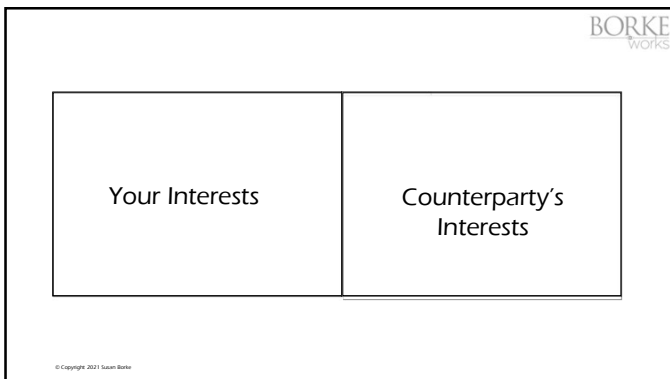


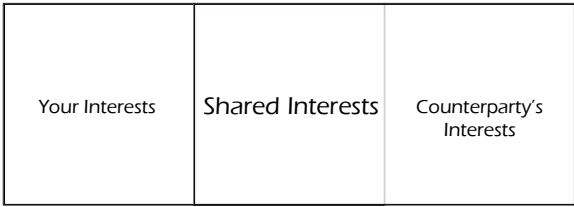




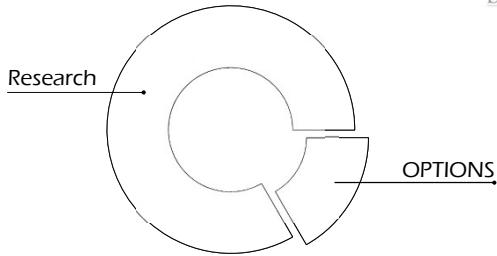






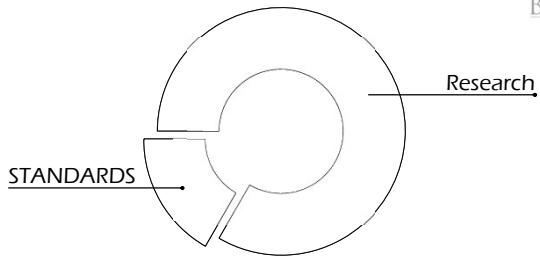


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What are some Options in this situation?

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What are some Standards that might be relevant?

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Options

Standards

Interests

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Reflection and Integration

○ What questions are still circling in your mind?

□ What squared with your values?

➡ What points stuck with you?

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Salary Resources

- Salary.com
- Payscale.com
- Bureau of Labor Statistics
BLS.gov

Negotiating Resources

- Salary.AAUW.org

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You can reach me at

www.borkeworks.com

susan@borkeworks.com

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