

Information for students

Negotiating with others

Prepared by Dr Angela Wilson, Senior Research Fellow, CHERI

- Listen to what other people are saying.
- Ask them to clarify or explain if you do not understand.
- Asking does not make you look silly. Asking makes you look careful.
- Compare what they said with what you want to do.
- Identify those parts of the matter you are negotiating about which you agree so that time will not be spent debating things on which you agree, and so that you can better focus on those things you need to work out.
- Make a suggestion, or outline two or three different options or possible solutions to provide the people on either side with some choice and room to move.
- Look for a way for everyone to get what they want – a win-win outcome.
- Try to think of another idea if a person does not like your idea.
- Ask a third person to help you reach agreement.
- Sometimes you and your friend have to agree to disagree.



For more Information

If you require further information please contact:

CHERI
The Children's Hospital at Westmead
Locked Bag 4001
Westmead NSW 2145

Tel: (02) 9845 0418
Fax: (02) 9845 0421
Email: info@cheri.com.au

Disclaimer: This fact sheet is for personal use only. Please consult with other professionals, where appropriate, to ensure this information is suitable for your needs.

