



Pre-Negotiation: A Strategy for Winning

Carol Tallon

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Pre-negotiation is a heightened, or (arguably) more aggressive, form of research that may be carried out by either party to a negotiation, in advance of that negotiation. Its success is largely based on the negotiator turning the traditional buyer / seller relationship on its head. By using the pre-negotiation strategy, you give the other party to the negotiation the opportunity to work together with you to achieve a deal – and everybody wins!

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