

NEGOTIATION PLOYS

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TAKE IT OR LEAVE IT

A guide to the tactics and ploys that may be encountered when negotiating. Find out what they are and how to react- or how to use them yourself!

What it is

The presentation of an offer as being final and with no prospect of revision through negotiation



How to spot it

Apart from the statement 'take it or leave it' you can spot this when the other party states 'that's it' or 'that's my final offer!'



Why is it used?

The purpose of this tactic is to assert power. The other party expresses indifference about whether you accept their offer or not. This is designed to reduce your bargaining power and stop you from even trying to negotiate



How to respond

Good negotiators don't die wondering. What is the worst that can happen? If the other party declines to negotiate, review the terms of the offer against your own objectives. If the offer is acceptable, take it and move on. If it isn't, point out the implication of a dogmatic position.



Tip

Wayne Gretzky said, "You miss 100% of the shots you don't take."

Should you use it?



If you are interested in getting better outcomes from your negotiations, why not visit <https://procurementandsupply.com/2022-pasa-premium-training-programme/> and book a place on one of our practical and interactive courses.