

NEGOTIATION PLOYS

03

OUT OF YOUR DEPTH

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 other party tries to make you feel as if you don't know what you are doing



How to spot it

The other party challenges your position using emotional language rather than facts or evidence.

"You are being unreasonable!"

"Have you got much experience in this category?"

"That's an odd perspective! What makes you think that?"



Why is it used?

The purpose of this tactic is to make you question the legitimacy of your position.

The tactic aims to destabilise your confidence in your approach or the arguments you are deploying in the negotiation. This makes it more likely that you can be persuaded to abandon your position



How to respond

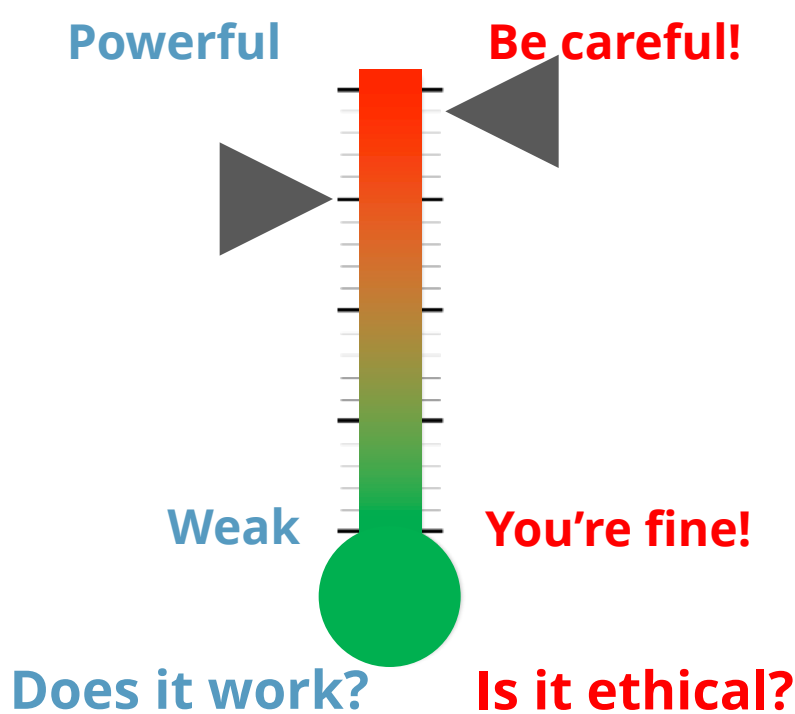
If the other party challenges your approach or position using facts & logic, that is reasonable. If they challenge your approach or position using emotion & ad hominem slurs, that is not. Avoid being drawn into a slanging match or withdrawing from your position if you start to feel unreasonable. That is exactly what the tactic is designed to do



Tip

Respond by asking a detailed question - "what specifically do you believe is not valid?" - rather than trying to defend your position

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.