

Negotiation Gym = 6-week set of practice exercises

- ⊙ The goal is to become comfortable hearing the word “No”.
- ⊙ Start with small asks of strangers with low stakes.
- ⊙ Build to asks from family and friends and larger asks still with low stakes.
- ⊙ Keep notes on which strategies work best, which need more practice.

Week 1 – Easy Warm-Ups

Negotiate for small things with low stakes. Ask for one thing:

- ⊙ every day of the week.
- ⊙ that you are pretty sure you can get.
- ⊙ that you’d like, but won’t care much if you don’t get.
- ⊙ from a complete stranger.
- ⊙ that you feel comfortable asking for.
- ⊙ that it will be easy for the other person to give you.

State your request simply and wait for an answer. Conceal your nervousness.

Week 2 – Stretch Out

- ⊙ Pick several small things with low targets.
- ⊙ Set one high target.
- ⊙ Identify the most you think you can get and ASK FOR TWICE AS MUCH.
- ⊙ Use the Giggle Test – ask for as much as you can ask for without giggling.

Week 3 – Play Out of Bounds

- ⊙ Learn to ask for something, get turned down and be okay with it.
- ⊙ Learn that you can continue to interact comfortably with a person after they say no.
- ⊙ Pick something with low stakes that you are not likely to get.

Week 4 – Step It Up

- ⊙ Day 1: List 4/5 things to negotiate (1 big; 1 no-brainer; some that aren’t slam dunks, require preparation and good strategic choices).
- ⊙ Ask for 2 items on Day 1 (make notes - what went well & what you need to practice).
- ⊙ Negotiate the rest over the next 4 days.
- ⊙ Save the biggest for the end of the week (a multi-issue item).

Week 5 – Go Long

- ⊙ Ask for 3 things you’re pretty sure you can’t get.
- ⊙ Ask people you care about, people with whom you have an ongoing relationship.
- ⊙ Include at least one long shot you’d love to get.
- ⊙ Don’t signal that you think you aren’t going to get it.
- ⊙ Don’t apologize if you get turned down...smile and say “It was worth a shot.”

Week 6 – Pile It On

- ⊙ Ask for something big that you really think it’s not okay to want, that would make you seem greedy or selfish to ask for, something you really do want.
- ⊙ Fight the impulse to apologize or feel bad.
- ⊙ It’s okay to want what you want.
- ⊙ Don’t scale back out of fear that you are overreaching.
- From: Babcock, Linda and Sara Laschever. 2008. *Ask for It! How Women Can Use the Power of Negotiation to Get What They Really Want*, New York, NY, Bantam Books.