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**To:** judithgee@geewiz.co.nz  
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**Dear Network Member**

**Date 2007-09-11**

**Power Tactics**

**[Streamlining Your Negotiation Team](#)**

During your preparations for a team based negotiation, ensure that you define a clear role for each individual that will form part of the team. It is often useful to have the negotiation managed by two key individuals (one focussing on the TASK, one focussing on the RELATIONSHIP) who will then introduce the other team members as and when required.

Don't be afraid to ask for a break during the negotiations to ensure consistency in your team's approach. Remember that once you have said something it is very difficult, if not impossible, to delete the impact of what was said. It is far better to call for a break to ensure you are comfortable with what you will be putting forward at the negotiating table.

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**NETWORK MEMBER OFFER**

How will your team negotiate more effectively in 2008?

**Negotiation Skills Best Practice Team Training**  
6-7 December

Book +5 people and receive less 15%  
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*(Offer valid for first 5 respondents)*

For further information about team training

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**Power Expert**

*Amanda Robbins from London wrote...*

## What is better in a team based negotiation - a small team or a large team?

A small team is easier to co-ordinate and manage. We know that the larger the team, the more preparation, management and structure required to ensure the achievement of our objectives...[Read Full Article](#)

*Robert Johnson Jnr from New York wrote...*

### Is there a rule of thumb about the ideal amount of preparation time needed for negotiations?

We know that in today's global business environment the scarcest commodity is time. Most people will agree that preparation for negotiation is the most important contributor to optimising negotiated outcomes. I would recommend that you spend... [Read Full Article](#)

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*Jan Potgieter is the CEO of The Negotiation Academy - Europe*

He has been involved in negotiating, or consulting to, global commercial deals in excess of \$4 billion. Jan is a passionate key-note speaker on global business negotiations.

To book Jan [CLICK HERE](#)

*"MOTOROLA takes great pleasure in testifying on behalf of Jan Potgieter" JM*

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## Power Strategy

### [Maximizing the Effectiveness of Team Based Negotiations](#)

*By Jan Potgieter*

Do you find yourself negotiating in a team? Have you ever wondered about the best way to approach negotiations in a team format?

The complexity within which businesses operate often creates the need for organisations to engage in negotiations in a team based format. This often adds a dimension to negotiations for which one can easily be under prepared. There are three key elements that we need to be aware of and prepare for before engaging in team based negotiations. These include: establishing team size and composition; role definition; and covering the four pillars of negotiation... [Read Full Article](#)

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### HOW DOES YOUR NEGOTIATION STYLE COMPARE TO THOSE IN YOUR TEAM?

[TAKE THE TEST](#)

The Team Negotiation Power Meter is an advanced tool aimed at assessing your and your team's existing commercial negotiation competency

As a valued Network Member we are offering you and your team the opportunity to take this short test for FREE and receive a report directly into your inbox.

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## About The Negotiation Academy

Winner of the World of Learning's Best Instructor Led Training Provider (Advanced Negotiation Training) 2004 and winner of an ISMM British Excellence in Sales & Marketing Award 2006, The Negotiation Academy are a specialist negotiation skills training and consulting firm, headquartered in London.

Designed by business professionals for business professionals, TNA specialises exclusively in commercial negotiation.

Our core competency is to instil within organisations and individuals a negotiation capability within the domains of Sales, Purchasing and Executive negotiations. We do this by designing strategies, defining processes, implementing training solutions, coaching and deploying support tools based on our award winning, process-based methodology.

For more information, visit [www.negotiationeurope.com](http://www.negotiationeurope.com) or call +44 (0) 845 129 8554.

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