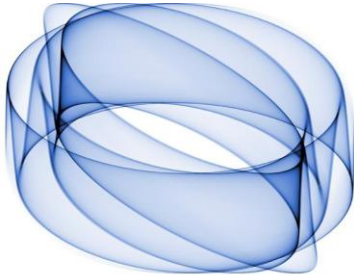


NEGOTIATOR'S NOTEBOOK

"coaching negotiators and leaders to new peaks"



NEGOTIATION MASTERY CIRCLE
WWW.SAVAGEMANAGE.COM

N.M. Circles:

Calgary

- starting one new open circle in late January.

-starting new internal corporate circles in late January.

Cranbrook – ongoing NMC

Presentations/ Workshops:

Association for Conflict Resolution Teleclasses: - Dec. 9 "Our Tendencies in Conflict"

Writing/ Creating:

-completing video interviews for Qualities of a Master Negotiator.

Honouring Our One Family 2010-12- 09

In this season of advent, solstice and holidays, I invite you to be mindful of the gifts you have, the family and friends you have and the people who make your life meaningful. We are one world. The energy, perceptions, thoughts and actions we hold influence how we experience our world. A thought can change your world. As a negotiator, be open to truly seeing the other, relating to the other, clarifying with the other, going deep into exploring one another's interests before you move to "negotiating". Negotiating is actually a far greater relationship than reaching agreement.

When I have stopped my "monkey mind" from ignoring the other and focussing on what I must assert, the agreements are sustainable, worthwhile and unexpected.

With the furor over Wikileaks, a Canadian journalist stated a maxim of journalism: "Sunlight is the best disinfectant." Allow the uncomfortable as well as the safe to influence where you go in negotiations. Going to solutions too soon, often results in failed "yes"s. Staying in the hard parts together and learning together transforms the relationship which in turn will provide grounds for many future creative and significant agreements. In embracing our one family in this season of increasing light and hope, I direct you to two wonderful videos;

Ted.com William Ury: The walk from "no" to "yes"

http://www.ted.com/talks/william_ury.html?utm_source=newsletter_weekly_2010-11-30&utm_campaign=newsletter_weekly&utm_medium=email

Super Hero: A Visual Poem: on YouTube

<http://www.youtube.com/watch?v=23a18HKYLW4&feature=recentlik>

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Call To Action:

- 1) Be the "light" in the negotiation.
- 2) Make peace.
- 3) Find the Learning conversation.
- 4) Call or email Dave to find out more about Negotiation Mastery Circles, presentations and projects.

All the best for advent, solstice and each holiday this season.

