

Using One's Own BATNA

- Let them know the consequences of saying „No“
 - Ask reality-testing questions
 - Warn, don't threaten
- Demonstrate your own BATNA
 - Make your power credible
 - Prepare visibly the implementation of your BATNA
- Deploy your BATNA, without provoking
 - Use the minimum power necessary
 - Use legitimate means
- Leave the door open
 - Don't drive them into a corner
 - Leave your best offer on the table

Aim for mutual satisfaction, not victory!

Source: William Ury, *Getting Past No: Negotiating With Difficult People*, Bantam Books, 1993