

PROJECT OR JOB OFFER NEGOTIATION

... How to Go About it and Common Mistakes

- Always do your research for similar projects or job offers so that you understand where you can negotiate.
- BELIEVE IN YOURSELF and your skills.
 - Be your first and biggest cheerleader. OWN IT.
- People will say yes for WHO you are and WHAT you represent.
 - If they like you, they will be willing to give you what you want.
 - Go back to creating rapport and building a connection, if needed.
- Express your WHY:
 - Why something is important to you – is it your calling, your mission, do you want it because you have big projects with your family? Be human and real.
- Never negotiate to negotiate, always explain your point and how it will benefit you.
 - For instance, when I (Samih) was leaving my previous company, I had ongoing projects with a total amount of \$18,000 in commission that I would have lost when making the switch. I got the same amount as a hiring bonus with the new company.
- Make it clear they can get you or your services if they listen to your needs. Never be cocky, always respectful.
- Understand the person across the table, understand their reality. Show compassion.
 - Go back to doing the research, if needed.
- Always consider the whole deal, have a long-term vision. See the potential.
- Negotiate multiple issues simultaneously, not one at the time. If the person has to ask for an authorization it will be easier for them to go once.
- Never put any ultimatum or deadline, however, be honest.
 - You have another job offer? You have another client who will take a specific time slot? Let them know.
- INTERESTING FACTS:
 - Did you know that giving a 10% discount on a project proposal is a great deal?
 - Did you know that an annual salary increase of 3% is extraordinary (within the same job)?