

Negotiating Tips

Free White Paper: "How to Strategically Prepare for Any Negotiation"

All preparation and planning begins with the Negotiations Planning Grid. We are offering a Free 9 page "How to Strategically Prepare for any Negotiation" white paper where Robert Benedict details the 5 steps to effectively develop this powerful tool

[Click Here to Get Your Free White Paper.](#)

How to Deal With "Back Door Selling"

Back Door Selling is a whole series of probing questions that salespeople are meticulously taught to ask - primarily technical people - well in advance of the formal negotiation.

Sellers are taught to frame these questions in such a manner that the people being questioned unwittingly provide the answers - unaware that these answers are "giving away the Negotiating Store." Unless a company deals with the overflow of information via Back Door Selling, negotiations may be over before they start!

[Click here to read more about Back Door Selling.](#)

Fighting a Price Increase

What's your reaction when you receive a 7% price increase from a major supplier with no previous notice and it's effective immediately? When you pick up the phone to speak to that supplier, what's the first thing you would say?

Many supply chain professionals would start their phone call by stating: "I have received your letter regarding the price increase. How can you justify 7%?"

According to Robert Benedict of Benedict Negotiating Seminars, that is the wrong question to begin with. What is the right question? Read more about Fighting a Price Increase.

Negotiating with Single and Sole Source Suppliers Who Play Win/Lose

Few negotiations are more difficult for supply chain management professionals than those with single and sole source suppliers. With seemingly little or no negotiating leverage for the buying company, even minor concessions from the supplier seem grueling to obtain. The situation is often not only painfully frustrating - but extremely costly to the buyer company.

[Click here for a free video of Robert Benedict's "Negotiating With Single and Sole Source Supplier" workshop.](#) The 22 minute video provides 3 of the 12 powerful leveraging concepts presented in the 2-day seminar.