



Dr. Jim Anderson: Unforgettable Negotiation Skills That Will Set Your Ideas Free



"In business as in life – you don't get what you deserve, you get what you negotiate"

– Chester L. Karrass

Your employees and your senior management are negotiating every day. Do they know how to do this? Or is your company being saddled with deals that cost too much, last too long, and deliver too little value for you to remain competitive?

In today's flattened organizations, the responsibility for negotiating

with vendors, suppliers, and even other departments within the firm has been pushed farther and farther down until it is now the job of all of your frontline employees. The problem is that this was never part of their job. They've never been taught how to negotiate in such a way as to reach a deal that is both good for the company and good for the other party.

Dr. Jim Anderson knows what's wrong: negotiation is simply a specialized form of communication and your company's employees have not been taught how to communicate this way. All too often negotiating is viewed by companies as being a type of "black art" that only sales people can hope to master. Dr. Anderson believes that this is not true – anyone can become a skilled negotiator; they just have to be shown how.

Dr. Jim Anderson is a negotiation expert who has spent over 25 years working in corporate jobs that required him to be constantly negotiating. His negotiation skills have been developed and honed by participating in countless negotiating sessions and working side-by-side with some of the best negotiators in the world. He believes that negotiation skills can be quickly and easily built on top of the communication skills that your staff already have.

Bio: Dr. Jim Anderson is the President of Blue Elephant Consulting, a boutique consulting firm that companies call when they need to improve their negotiating effectiveness. Dr. Anderson holds four college degrees: B.S., M.S., and PhD. in Computer Science as well as an MBA in Marketing. Dr. Anderson spent over 25 years working in corporate positions using his communication skills to rise to become a senior executive. His professional career included working for such firms as Boeing, Siemens, Alcatel, and Verizon. He also admits to working at startups on the front line of the dot.com adventure; however, he disavows all responsibility for how that whole thing turned out. For more information please visit www.BlueElephantConsulting.com

Story Ideas

Facts Negotiators Should Know About

Time: One of the most powerful factors in determining how a negotiation turns out is how time is used. Dr. Anderson discusses how to make time work for you.

Negotiating Secrets To Getting The Other Side To See Things Your Way: Negotiations could go much quickly if only the other side could see things your way. Dr. Anderson shows how to make your views their views.

The Secret To Dealing With Deadlines: What Negotiators Need To Know: All too often negotiators view deadlines as something to be feared. Dr. Anderson believes that they can be made to work for you, not against you...

The Most Important Word In Negotiating Begins With A "P": If a negotiator could have only one skill, what would it be? Dr. Anderson thinks that it should be patience and he'll show you why...

Sales Negotiators Want To Know: Is Longer Really Better?: How much time should you be willing to invest in a negotiation? Dr. Anderson believes that sometimes longer is better and he'll show you why...

Sales Negotiators Know The True Power Of Picking The Right Time To Negotiate: Does what time of day you choose to start your negotiation at really matter? Turns out that yes, it does. Dr. Anderson will tell you why and what time is the best time for you to negotiate at ...

What Sales Negotiators Can Learn From A Football Strike (Maybe): When professional sports teams go out on strike, it's a bad deal for all of their fans. However, it can be a great learning opportunity for negotiators. Dr. Anderson takes a look at the details behind the press releases and points out what negotiators should be aware of and what they just might learn from a major strike...