

Current Skills	Observing	Bargaining	Considering Opposition's Objectives	Teamwork
Skills to Work on	Listening More, Talking Less	Using Roles	Testing Commitment	Preparing
<p><b>My Goals</b></p>	<p>In order to become a better listener, I need to employ the use of active listening. In our negotiation, I learned the importance of this concept. My goal is to take what I learned from our exercise and apply it to all of my conversations and dealings with others. I need to learn to fully listen to what my opponent is saying instead of using that time to prepare what I am going to say next.</p> <p>I hope to get to the point where the people in my life know that I am a genuine listener because I believe this can carry a lot of weight in a negotiation setting. If your opponent can see your sincerity, they are more likely to want to deal with you.</p>	<p>My first goal is to get more comfortable with the idea of 'roles' and how they can be utilized and interchanged within a negotiation. Before our seminar, I never really thought that there were roles, so I want to become more educated so that I can efficiently use roles to better my team's negotiation strategy.</p> <p>I will familiarize myself with the roles so that when someone speaks up, I can recognize which role they are taking.</p> <p>Another goal is to practice each role at least once so that I can understand what it means in context of a given situation.</p>	<p>As I stated above, I consider myself to be very good at seeing things from my opponent's point of view. I am quick to give the benefit of the doubt, however, which can be costly in a negotiation. This can be a huge problem in a negotiation where my opponent is not being completely honest with me and I give them all my trust. So, my goal is to work on not giving my trust too easily, but testing to see how committed my opponent is to the negotiation.</p> <p>Another goal is to be sure not to let myself be taken advantage of.</p>	<p>I hope to get to the point where I am fully prepared before any negotiation. Not only do I want to know my objectives, but I hope to have an inclination of what my opponent's objectives are as well. I hope to understand fully the steps that encompass a successful preparation.</p> <p>Another goal is to teach any team that I am on the steps to properly preparing so that we can all be on the same page when the negotiation begins.</p> <p>Another goal is to pay attention to the relationship between hours of preparing, and success in a negotiation to help me to more quantitatively understand this concept.</p>