



**Fleet Conference
& Exhibition**
AND FLEET AWARDS

MAY 23-24
ROSEHILL GARDENS
BLACKROUSE SYDNEY

Achieving More and Faster in Negotiation

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SCOTWORK



ACHIEVING MORE & FASTER IN NEGOTIATION

- # Three Critical Factors for
- Achieving Faster Results and
 - Protecting Important Relationships

Presentation for AFMA
Hunter Shannonhouse
May 2023

\$???

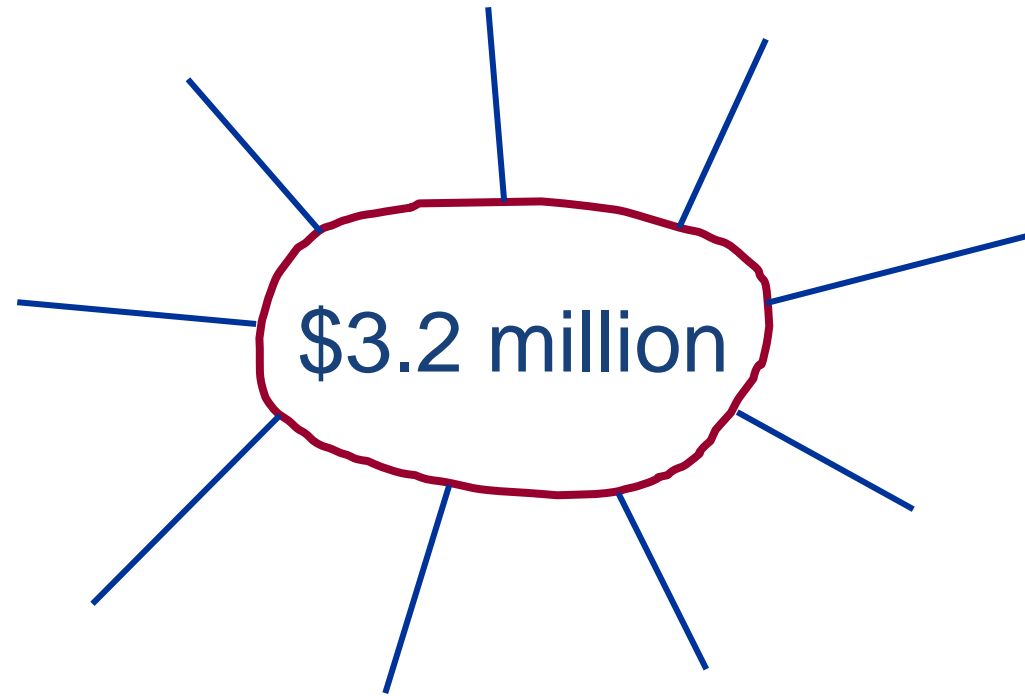
\$17 million

THE GAP GETS BIGGER

\$3.2m

\$17 million

ELIMINATING THE GAP



Clarity and Specificity on Objectives

- This is too obvious, why mention it?
- Get **specific** about the what, why, when, how much
- Saves time
- Forces internal agreement before external engagement

Know/find out what's important to them

- Why does this matter?
- They will be willing to pay a price for what they most want
- Show interest/empathy for them and their position
- Faster engagement and agreement
- Easier subsequent engagements and problem-solving

Concessions

- Why so much focus on what *they* want?
- What are you signaling to them?
- These are NOT gifts & you're not a door mat
- A clear & present danger to the relationship

Take control

- Are you just waiting and hoping for good things to happen?
- But... take them with you – no surprises
- To propose or not to propose – **YOU** decide
- Manage the flow

The critical factors are inter-related

Discipline

Tone

Positive, respectful relationship

Q & A

THANK YOU

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Session Details

Achieving More and Faster in Negotiation

Wed, 24/5

Personal Development
Plenary

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2023 Australasian Fleet Conference

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