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TEDxYouth@Zurich~~ Seven Basics

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~~Of Negotiating Dave~~

Rule #1. Always tell the truth.

Rule #2. Use Cash when making purchases. Rule #3. Use walk-

away power. Don't get emotionally attached to the item. Rule #4. Shut up. Ask a question, gather information and use silence as a powerful tool.

~~Dave Ramsey Financial Peace University 7 Rules for Negotiating~~
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Term: Read the statement and evaluate which of the seven basic rules of negotiating should be

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used. Used to close the deal right then and there. A) "That's not good enough!" B) Good guy, bad guy C "If I" take-away technique D) Cash Definition: D) Cash Term: Read the statement and evaluate which of the seven basic rules of negotiating should be used. Your strategy when you say, "Throw in free ...

~~07.06 The Seven Basic Rules of Negotiating Part 4 Dave ...~~

Dave ' s Lucky Seven Rules of Negotiating. Always tell the absolute truth. Use the power of cash. Understand and use “ walk away power ” . Shut up. “ That ’ s not good enough ” . Good guy, bad guy. The “ If I ” take away technique. Walk away power is, obviously, the power to walk away.

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people who dont need expect
something more. Chapter seven
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Dave Ramsey's 7 Rules of
Negotiating: Always tell the truth.
One note on this, sited from Tom
Stanley's "The Millionaire Next

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Door", was that the #1 characteristics of millionaires was that they had fanatical levels of integrity. Use cash. We actually tried this when we bought our couches. Seemed to help. Use walk-away power.

~~the Root and the Tree: 7 Rules of Negotiating~~

Seven basic rules of negotiating are: always tell the absolute truth, use the power of cash, understand and use "walk away power", shut up, "that's not good enough!", good guy, bad guy and the "if i" take away technique. t/f. True. The difference between an estate sale and an auction is that an auction is similar to a garage sale and usually the contents of the house are priced and put out for sale.

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~~Dave Ramsey Chapter 7~~

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The Seven Basic Rules of
Negotiating VIDEO 2.1 Negotiate
With Integrity Getting a great deal
doesn ' t happen by accident, nor
does it always happen just because
you bothered to ask.

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True. Seven basic rules of
negotiating are: always tell the
absolute truth, use the power of
cash, understand and use "walk
away power", shut up, "that's not
good enough!", good guy, bad guy
and the "if i" take away technique.
t/f. True. What is it called when

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both parties benefit in negotiations.

~~Best Dave Ramsey Chapter 7
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7. COMMITMENT: WHAT COMMITMENTS SHOULD I SEEK OR MAKE? a) Get commitments at the end not the beginning. b) Identify all of the implementation issues to be included in the agreement. No post-argument surprises? c) Plan the timeframe and steps to implement the agreement. 8. CONCLUSION: WHAT IS A GOOD OUTCOME? a) Meets interests. b) Demonstrably fair.

~~SEVEN ELEMENTS OF
EFFECTIVE NEGOTIATIONS~~

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Now that you ' ve figured out your budget and done your research, go ahead and use those 10 haggling tips you just learned when negotiating a car price. “ We saved up around \$10,000 to pay cash for a car.

~~How to Haggle for a Good Bargain~~

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Terms in this set (7) Truth. When negotiating, ALWAYS tell the absolute _____. Cash. Use the power of _____. Walk-away. Understand to use the "____-____" power. Shut up. _____. Don't talk too much.

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negotiate. What are the seven basic rules of negotiating? 1. Always tell the absolute truth 2. Use power of cash 3. Understand and use "walk away power" ... "That's not good enough" 6. Good guy, bad guy 7. The "If I take away" technique. The second key to opening the door to huge bargains is that you must have _____ patience.

~~Chapter 8: Bargain Shopping— Foundations In Personal ...~~

The Seven Basics of Negotiating
Video 2.4: 7 minutes The Seven
Basic Rules of Negotiating
(Continued) Double Discounts
Video 3.1: 11 minutes Places to
Find Great Deals Opportunity Cost
Bargain Shopping Computing

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Discounts Bargain Shopping
Additional Activities • Live From
Financial Peace Plaza

~~CAPTER 7 Lesson Plan (1/2)~~

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Dave Ramsey ' s Guide Budgeting -
Crossroads of Faith QUESTION:
Bill in Oklahoma City, Oklahoma,
had a judgment filed against him
for an old, unpaid \$2,500 medical
bill.He asks Dave if he can
negotiate the amount, which is now
\$3,200, with the

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Negotiation is the key to business
success. Successful negotiation
involves good interpersonal and
communication skills, used

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together to bring a desired result.

In fact, negotiation is one of the main qualities employers look for when recruiting staff nowadays.

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