

NEGOTIATING TACTICS

ALTAR SYNDROME	Backing out of a deal just before it is completed.
ANGER	Deliberately making your adversary mad or becoming mad yourself.
BALLOON FUTURES	Forecasting large quantity usage in the future in order to get a good price or special consideration now.
BIG POT	Creating extra issues for your adversary to clear before getting to the primary issues.
BIRD DOG	“Snooping” for information about your adversary.
BUDDY-BUDDY	Making “friends” with a boss or superior to gain a favorable position or concession.
CALL FOR HIGHER AUTHORITY	Asking to see the final decision maker if the person negotiating cannot make a decision.
CALL GIRL PRINCIPLE	A service is worth more before it is performed than after it is performed.
CAUCUS	Recessing negotiations to discuss matters with your own team or high authority.
CRUNCH	Applying pressure by saying, “You have to do better than that.”
DANCER	A person who is skilled at talking for great lengths and saying absolutely nothing during that time.
DEADLINE	A time by which something must happen or a decision is due.
DOUBT CASTING	Asking questions to cast doubt on an adversary’s position.
END RUN	Working around an adversary to get to a higher authority or goal.
ESCALATION	Attempting to reopen negotiations after a final agreement is reached.
FACE SAVING	Retreating or letting an adversary treat with honor.
FATIGUE	Deliberately exhausting an adversary so he is not as offensive as he could be.
FLINCH	Deliberately exhibiting shock upon hearing a price, deadline, etc.
FORGOTTEN ISSUE	“Remembering” an issue during late stages of negotiation.
FUNNY MONEY	Changing the time shape of money. (“Buy now, pay later.”)

GOOD GUY BAD GUY	Two people negotiate with one adversary. The first (bad guy) can't produce results and get mad at the adversary. "Good guy" comes in, berates "bad guy" and assumes the role of friend.
HUNTLEY-BRINKLEY	Two people working on one adversary at the same time.
INTIMIDATION	Threatening, or implying threats to an adversary or the introduction of VIP's into negotiating teams.
LAWYER	One who quotes the law, usually to his own advantage.
LIMITED AUTHORITY	The inability to make decisions due to lack of authority.
LOW BALL	Deliberately quoting a low price or minimal objective.
NIBBLING	Asking for and/or getting "a little more" prior to completing a negotiation or as a condition to its completion.
PUT DOWN	Deliberately attempting to weaken an adversary by making a negative personal comment to him.
RED HERRING	Adding an extra issue to complicate a negotiation. (Similar to BIG POT and FORGOTTEN ISSUE.)
ROARING BRAINS	Acting and speaking as an authority in an area where expertise may be lacking.
SNOW JOB	Introducing copious and perhaps extraneous and unnecessary data, (much more than can be assimilated) to support a position.
SOVIET	A tough, cunning, sometimes mean negotiator who doesn't care if the other side wins anything in the negotiation process.
SPLIT THE DIFFERENCE	A dividing point between to adversarial positions.
STALL	Deliberate delay in order to wear down and weaken an adversary.
SUB CONVERSATIONS	Extraneous conversations between negotiators that may or may not have bearing on the negotiations.
THE GENTLEMEN	Refusing to become emotional; "keeping cool."
TRIAL BALLOON	Introducing an idea or issue to see if it will be accepted or rejected.
WALK-OUT	Deliberately exiting negotiations.