**Negotiation Gym = 6-week set of practice exercises**
- The goal is to become comfortable hearing the word “No”.
- Start with small asks of strangers with low stakes.
- Build to asks from family and friends and larger asks still with low stakes.
- Keep notes on which strategies work best, which need more practice.

**Week 1 – Easy Warm-Ups**
Negotiate for small things with low stakes. Ask for one thing:
- every day of the week.
- that you are pretty sure you can get.
- that you’d like, but won’t care much if you don’t get.
- from a complete stranger.
- that you feel comfortable asking for.
- that it will be easy for the other person to give you.
State your request simply and wait for an answer. Conceal your nervousness.

**Examples:**
Ask for a frequent-customer discount at a store
Ask a partner or a friend to do something for you (share responsibilities for an event, pick up your kids, cook dinner, do chores)
Ask if you can get the floor model at a discounted price

**Week 2 – Stretch Out**
- Pick several small things with low targets.
- Set one high target.
- Identify the most you think you can get and ASK FOR TWICE AS MUCH.
- Use the Giggle Test – ask for as much as you can ask for without giggling.

**Examples:**
Ask for a 20% off an item instead of the 10% you planned
Ask for time off
Ask for a week off from a home chore

**Week 3 – Play Out of Bounds**
- Learn to ask for something, get turned down and be okay with it.
- Learn that you can continue to interact comfortably with a person after they say no.
- Pick something with low stakes that you are not likely to get.

**Examples:**
Negotiate the price of apples at the supermarket
Negotiate the price of a suit at a department store
Call the assessor’s office and ask them to lower the tax assessment of your house
Ask manager of a restaurant for vouchers for free food

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**Week 4 – Step It Up**
- Day 1: List 4/5 things to negotiate (1 big; 1 no-brainer; some that aren’t slam dunks, require preparation and good strategic choices).
- Ask for 2 items on Day 1 (make notes - what went well & what you need to practice).
- Negotiate the rest over the next 4 days.
- Save the biggest for the end of the week (a multi-issue item).

**Examples:**
- Negotiate a job assignment or task
- Negotiate fixing something for someone in exchange for having something fixed for you
- Negotiate a new position

**Week 5 – Go Long**
- Ask for 3 things you’re pretty sure you can’t get.
- Ask people you care about, people with whom you have an ongoing relationship.
- Include at least one long shot you’d love to get.
- Don’t signal that you think you aren’t going to get it.
- Don’t apologize if you get turned down...smile and say “It was worth a shot.”

**Examples:**
- Negotiate your partner or spouse to cook dinner half the time.
- Negotiate a trip for professional development

**Week 6 – Pile It On**
- Ask for something big that you really think it’s not okay to want, that would make you seem greedy or selfish to ask for, something you really do want.
- Fight the impulse to apologize or feel bad.
- It’s okay to want what you want.
- Don’t scale back out of fear that you are overreaching.

**Examples:**
- Negotiate your dream vacation


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