

# **Play the Same Game**

**A Series on Negotiation Strategy for Farmers  
Part 1**

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# Introduction

Bargaining over positions does not work. Below is a template to assist you in assessing which ‘game’ (negotiation style) you are in.

## The Game Overview

<b>The Problem is which game do I play?</b>		<b>Change the Game</b>
<b>Soft</b> We are friends first. The goal is agreement.	<b>Hard</b> We are adversaries. The goal is victory.	<b>Principled</b> We are problem solvers. The goal is wise outcomes reached amicably.
Concessions cultivate the friendship. Soft on the problem. Trust others.	Demand concessions as a condition of the relationship. Hard on the people. Distrust everyone.	Soft on the people, hard on the issues/problems.  Proceed independently of trust.
Change your position with ease. Make offers. Disclose your bottom line. Accept one sides losses to reach the agreement.	Dig in and hold your position. Make threats. Mislead your bottom line. One sided gains is the price of agreement.	Focus on interests, not positions. Explore interests. Avoid having a bottom line.
Search for the single answer; the one they will accept.	Search for the single answer; the one you will accept.	Invest in inventing options for mutual gain. Develop multiple options and decide later.
Insist on agreement.	Insist on your position.	Use objective criteria.
Avoid a contest of wills.	Win the contest of wills.	Reach a result based on standards, independent of wills.
Yield to pressure.	Apply pressure.	Yield to principle.

## **Resources for this Publication**

**Getting to Yes**, by Roger Fisher, William Ury and Bruce Patton, Second Edition, 1991

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