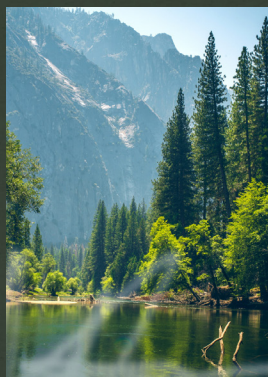


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CAN YOU **RELATE** TO THIS?

You're having an argument, and you have all the facts, data, and logic on your side, but **they still don't agree with you.**



FINDING **CONFIDENCE** IN CONFLICT

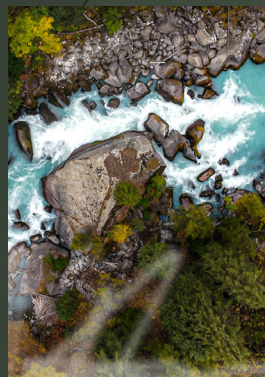
HOW TO NEGOTIATE ANYTHING AND LIVE YOUR BEST LIFE

KWAME CHRISTIAN, M.A., Esq.
FOUNDER OF THE AMERICAN NEGOTIATION INSTITUTE
HOST OF THE NEGOTIATE ANYTHING PODCAST

Being **Right**

VS

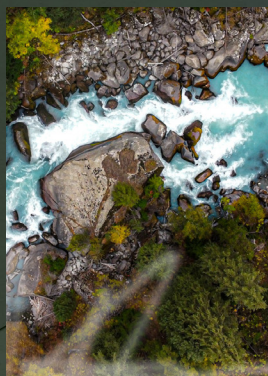
Being **Persuasive**



WHAT IS NEGOTIATION?

**Awareness Unlocks Opportunity:
Spot It, Prep It, Win It**

- Anytime you're in a conversation and somebody wants something—that's a negotiation.
- Most people lack awareness—they don't even realize they're negotiating.



- Clarify outcomes and prep intentionally, or miss strategic opportunities everywhere.
- Every interaction, no matter how small, is an opportunity to advance your goals.



New Mindset:
OPPORTUNITY



AMERICAN NEGOTIATION INSTITUTE

What we discovered after 1,800+ conversations with the world's best negotiators:

Timeless truths, proven strategies, and practical insights to transform your difficult conversations.



Discovery #1

**THE BEST NEGOTIATORS
ADAPT AND FLOW**

Make Strategic Adjustments to
Keep the Conversation Productive



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Discovery #2

PRACTICE THE 3 CORE SKILLS OF ELITE NEGOTIATORS

1. Listening
2. Curiosity
3. Managing Emotions—
Yours and Theirs (manage ≠ control)

Every Conversation Is Practice



Our Signature Framework: **COMPASSIONATE CURIOSITY™**

*A practical framework to guide
what to say and when to say it.*

STEP 1

*Acknowledge
and Validate
Emotions*

STEP 2

*Get Curious
with
Compassion*

STEP 3

*Use Joint
Problem
Solving*

STEP 1:

Acknowledge and
Validate Emotions



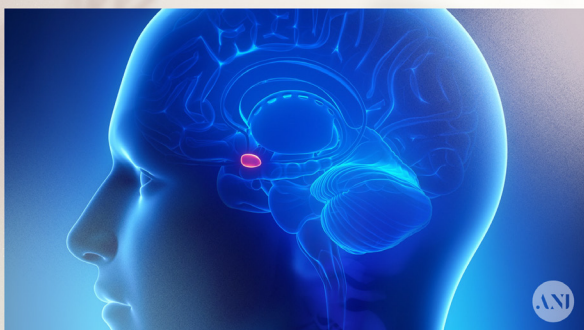
"There's no point in sending
a message if they're not
**psychologically ready
to receive it.**"



ME.



Address Emotions
Before Substance



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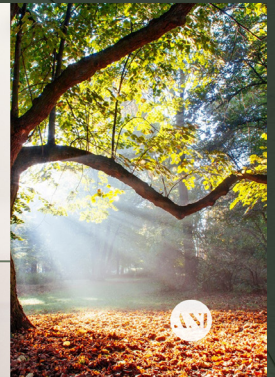
KEY WORDS

Name it to tame it.

- Based on what you're telling me, *it sounds like...*
- Correct me if I'm wrong, *it seems like...*
- Given how much you care about this, *I can tell that...*

STEP 2:

Get Curious
with Compassion.

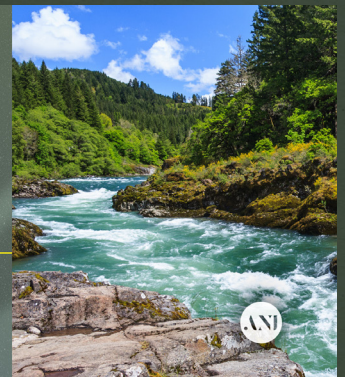


Have you ever been accused
of yelling when you didn't
think you were yelling?

Options:

- *Yes*
- *I'm lying*

MIRROR NEURONS



GUIDING CURIOSITY

Pay attention to...

- Pace
- Volume
- Tone
- Repetition
- Body Language

JOINT PROBLEM SOLVING



FUTURE- FOCUSED PROBLEM SOLVING



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COLLABORATION
BUILDS
COMMITMENT



WHAT'S YOUR
"BIG SWING"?

*Every big vision rises or falls
on the conversations
required to reach it.*

- **Big dreams require important conversations:** no significant goal gets reached without difficult conversations along the way.



- **Leaders set the standard:** the bigger the swing, the higher the stakes in every conversation.
- **Being right isn't enough:** capability gets you to the table; communication gets you across the finish line.

"The best things in life are on
**THE OTHER SIDE OF
DIFFICULT
CONVERSATIONS."**



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