

MegaMarbles, Inc.

(formerly Maples' Marbles)

**The Oldest and Largest Marble Store in the Nation
Catering to Marble Enthusiasts since 1910**

IT'S MONDAY MARBLE MADNESS

Peewees, Shooters, Mega-marbles

- One day clearance sale
- This Monday only
- Marbles from all around the world
- Entire stock must be sold
- All new inventory arriving Tuesday
- Peewees, shooters and mega-marbles
- All marbles 25% off
- Thousands available (all colors)
- Buy them by the box*
- All marbles **MUST GO**
- Did we say 25% off? Yes we did!

*Each box contains 1,000 mixed marbles (\$30.00 retail value)

Doors open at 9:00 AM—No Previews

**MegaMarbles, Inc.
Rural Route 3
Vergennes, VT 05491**

1-800-MARBLES
(Ask for Marty)

Directions

From Burlington heading South on Route 7, take a right at the Vergennes post office.
We're right next door to the Park Restaurant.

MegaMarbles, Inc.—The place to find your marbles

FOR ALL THE MARBLES: EFFECTIVE NEGOTIATION SKILLS

Negotiation Basics

Foster trust; listen carefully
Focus on the negotiation; don't be distracted
Don't divulge information or alternatives
Do your homework; learn circumstances, preferences, interests and constraints of other side
Write down your starting point, your strategies and your goals before you begin
Stop when the goal is met
Enjoy the negotiation

Advanced Negotiation Techniques

Outcomes correlate with first offers--don't be first to say a number
Bid Low--Ask High
Know your settlement range up front and stay within it
Know your Best Alternative To a Negotiated Agreement (BATNA)
Keep your calculator handy
Make the call; don't be caught off guard
Relationships and reputations affected
Never narrow negotiations down to one issue
Timing important--most concessions occur at the end of the negotiation
Make little concessions for big concessions
Make concessions that have high perceived value but are low cost
Don't be "authorized" to concede; call for a private caucus if necessary
Walking away is very effective
Remember that everything is negotiable

MARBLES POP QUIZ

- 1. What did you hear during your negotiation that helped you in the outcome?**
- 2. Did you write down your starting point and goal in advance and stay within that range?**
- 3. Were you the first to suggest a number?**
- 4. Did you consider your best alternative to a negotiated agreement?**
- 5. Did you bring a calculator with you?**
- 6. Did you make concessions as time was running out?**
- 7. Did you get a concession for every concession you made?**
- 8. Did you caucus privately or do all your negotiating publicly?**
- 9. Did you consider walking away completely?**
- 10. Did you have fun?**

Bonus question: What did you learn?



FOR ALL THE MARBLES PARTICIPATION CERTIFICATE

This is to certify that _____ has satisfactorily
participated in “For All the Marbles,”
a course in Effective Negotiation Skills.

Michael M. Braunstein, ASA, MAAA, Instructor

Date

