

Negotiation Update

February 22nd 2009

Value creating reading for business professionals

Searching for Value

Sunday morning in...

Sunday morning back in Cape Town for a couple of weeks. We launched SDI in Joburg last week and it's 2 weeks of SDI in Cape Town before we're doing it again in Joburg. As you can see SDI is now a major part of my business activity.

The best part of Johannesburg is the road south to Cape Town. I don't like the place much and although my friends there make it a very pleasant experience it really can't compete with Cape Town for lifestyle quality.

We all noticed that Mad Bob was 85 this week. He soldiers on...and on...and on...sadly.

Great week for sport and we've had soccer, cricket and Rugby on which to gorge ourselves. There's something about the Southern Hemisphere that creates a sporting environment.

Started planning the trip for July and August. Me...and the Nissan Patrol and a bash round Africa. Wonderful.

Have a good week with three tips as usual...



This week we used, read, visited, played with....

Didn't find much to do this week except look out for some binaural music. If there's anyone in the network who knows anything about it I'd be most grateful to find out more.

Let me also ask if there's anyone who's read anything by Tony Park. I heard him on the radio and I'm going to get his books and give them a read. Anyone already know him?

and finally...

(02-20) 17:39 PST Narragansett, R.I. (AP) --

A mother of three was arrested when she tried to pay a 13-year-old fine for a youthful misstep. Christina Dugan Lloyd was sorting old papers when she found a \$2,000 citation from 1996 she said she forgot about. The offense: speeding through Utah with an expired driver's license and possession of a controlled substance.

Now 38, married and with three kids, Lloyd called the sheriff in Utah on Monday to pay the fine. She was told someone would have to call her back.

The Providence Journal reported that instead, Narragansett police came to her house and arrested her. She was booked, held overnight and released the next day after paying the fine by credit card. Lloyd said not paying the fine earlier was "so stupid" and that police and court personnel were nice.

A picture is worth a thousand words...



My money is on Slumdog Millionaire, Kate Winslet and Heath Ledger.

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SDI Tips

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Red bosses...

Had a long conversation with someone this week who insisted that leadership has to be a Red task as it involves so much seeking for success and task accomplishment.

There is a germ of truth in this but many people who think Red people make good bosses are people who've never had a Red boss.

Management and Leadership involve people and teams and processes every bit as much as task accomplishment and it may be that without the people and teams there is no task accomplishment.

Teams and Leaders should be many faceted. To see it all through the filter of one colour misses the richness of all of the qualities that people can bring to a job or role.



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Sales Tips

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Activity and then more activity

I know a lot of people who want to embark on a career that involves some form of selling and I'm often asked for my advice.

Here it is...plain and simple.

Successful sellers are active people. They are busy meeting people, networking, talking and emailing.

Potential customers rarely come to you at the start of your sales career. You need to go to them...many and often.

Remember the fishing analogy that I always mention. Successful fisherman go where the fish are...plain and simple.



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Negotiation Tips

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Analysis

I'm working on my poker and I've discovered that my pre-flop play is strong but I have a bad leak on the flop where I play too many top pairs with poor kickers and go to too many losing showdowns.

I'm sure you're glad to know that!

I've got the software that allows me to analyse my game and find the bits that work well and the losing plays and strategies.

That's yet another cross over for negotiation. We need to look at our negotiation performance just like a poker player would and look at what we do well and what we need to improve.

Analyse your performance rigidly and ask yourself about each part of the meeting and its success and failure and the opportunities for the future. Maybe you'll win more money that way.