

RealLeasing

Be an Effective Negotiator: Behaviours You Need to Learn

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Catherine Bray

Partner
National Leader Commercial Leasing

cbray@blg.com
(416) 367-6164

Dr. Maurice Mazerolle

Associate Professor, Human
Resources/Organizational Behaviour,
Ted Rogers School of Management,
Ryerson University

mmazerol@ryerson.ca
416-979-5000 Ext: 6761



The Behaviour of Successful Negotiators

- **Skilled Negotiators Considered – 5.1 Options per negotiable item vs 2.6 for an average negotiator**
- **Skilled Negotiators - 38% of their comments were about areas of potential agreement vs. 11% for average negotiator**
- **Skilled Negotiators – 2.3 irritators/hr in face to face speaking time vs 10.8 for average negotiator**

The Behaviour of Successful Negotiators (Cont'd)

Skilled negotiators – 1.7 Counterproposals per hour of speaking time vs 3.1 for average

Skilled negotiators – 21.3 % of time asking questions vs 9.6% for average

Skilled negotiators – 1.8 average number of reasons given to back argument vs 3.0 for average

The Behaviour of Successful Negotiators (Cont'd)

Skilled negotiators – 8.5% of comments about the long term considerations per issue vs 4% for average

Skilled negotiators – 12.1% giving internal information about how they feel vs 7.8% - a feelings commentary

| | | |
|------------------------------|--------------------|-------------------|
| Testing Understanding | Summarizing | TU + S |
| SN - 9.7% | SN – 7.5% | SN – 17.2% |
| AN – 4.1% | AN – 4.2% | AN – 8.3% |

Questions?

Thank you!

Please contact us:

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