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The Little Black Book of Billionaire Secrets

Four Negotiation Tactics Leaders (And Lawyers) Can Use To Their Advantage



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POST WRITTEN BY

Forbes Legal Council

Experienced chief legal officers & law firm partners from [Forbes Legal Council](#) offer firsthand insights on legal issues.



Lawyers are masters of negotiation. Yet it's a skill that business owners find themselves struggling to fully grasp. So when it comes to striking a deal, why not take a page from the experts who do it every day?

Below, four chief legal officers and law firm partners from [Forbes Legal Council](#) discuss the negotiation tactics both business leaders and lawyers alike can use to their advantage.



From top left to right: Matthew Digesti, Peter Minton, James Goodnow, Anthony Johnson. All photos courtesy of the individual member.


1. Continually Outline The Negotiation

I outline every negotiation from beginning to end. I take detailed notes on what the other side says, where their focus lies, what items they have changed and timing. As the negotiation narrows to the remaining points, my outline gets smaller and smaller. It helps me recognize patterns, areas of importance and negotiation styles. - [Matthew Digesti, Bristlecone Holdings](#)

2. Let Your Attorney Speak For You

Once a transaction closes, the principals who had previously been negotiating against one another now need to move forward together. Don't be afraid to have your attorney ask the tough questions at the negotiation table in order to make sure that, post-transaction, there is only goodwill among the new team. - Peter Minton, Minton Law Group

3. Be Empathetic

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