

HOW TO HAGGLE HARDER

ANGLING for a pay rise or promotion? Take some tips from Simon Cowell's appropriately named deal negotiator **CLIVE RICH**, below.

1. Prepare! Think about what you really want. Who are you dealing with? What is he or she likely to want?

2. Be positive! Bring a positive attitude to the table. Be like Simon – he always expects to win and inevitably does. But be prepared to give your boss a win too – all lasting deals are based on a win/win approach.

3. Bargain! It's easy to under-estimate your own bargaining power and over-rate your boss's.

4. Ask! Ask for what you want. The more you ask for, the more you get.

5. Be strong! Don't give away something for nothing and try different behaviours to break a deadlock.

6. Think! Work out what your boss needs.

7. Close!

K n o w
when the deal is done and close that deal quickly.

● Get Clive's free app at cliverich.com.

