



## Redefining Negotiations: A Personal Leadership Perspective

WICE Fall Conference: October 4, 2011

- **Discovering your WHY**
  - The Butterfly Effect
    - Embrace the power of the struggle
  - The Onion
    - What is consciousness?
    - Get underneath the layers
    - Listen
  - Managing Strength
    - Observe lifelong patterns
    - Manage and nurture strengths
    - Live on purpose
  - Strategic Intuition
    - What is a “good” goal (not the “right” goal)?
    - Put the blinders down – be open to opportunity
    - 1) Memory Bank; 2) Awareness; 3) Flash of Insight; 4) Execution
  - Energy Leadership
    - Pay it forward
    - Manage and direct energy
  
- **Tools for your (Negotiations) Toolkit**
  - Questions
  - Acknowledge / Validate
  - 3-Step Process
  - Thought – Feeling – Action Model
  - 360 Perspective
  - Centering
  - Modeling
  - Journaling / Writing



- **Now What?**

- Trust the journey; Suspend the disbelief
- Discover your interests (not positions) – change the rules of the game
- Make value-based rather than fear-based decisions
- Food for thought:
  - What do I stand for?
  - What is absolutely non-negotiable in my life?
  - How do I exude my life purpose?
  - What difference am I making in the world?
  - What do I want my legacy to be?

- **Resources**

- Seth Godin, [Linchpin](#)
- Bruce Schneider, [Energy Leadership](#)
- William Ury & Roger Fisher, [Getting to Yes: Negotiating Agreement Without Giving In](#)
- William Ury, [Getting Past No: Negotiating with Difficult People](#)
- Alexander Green, [Beyond Wealth: The Road Map to a Rich Life](#)
- Joseph Luciani, [The Power of Self-Coaching](#)
- William Duggan, [Strategic Intuition](#)
- David Maister, [The Trusted Advisor](#)

- **Is Coaching for me?**

- If you'd like to find more about coaching, visit my website: [www.valiaglytsis.com](http://www.valiaglytsis.com). I would like to offer all WICE participants (or your work team) a complimentary consultation to experience the process and possibilities. Simply email me at: [valia@valiaglytsis.com](mailto:valia@valiaglytsis.com) with "WICE 10/11 as the subject line".
- In addition, I will be offering several upcoming seminars on developing your leadership brand, the power of intuition in business, and living *on purpose*. Please email me at: [valia@valiaglytsis.com](mailto:valia@valiaglytsis.com) for a special WICE rate.
- If you have any additional questions about negotiations, I would be happy to continue the conversation with you... (646) 820-2520.