

Getting Past Negotiating Impasse

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1. Call a recess.
2. Recap or summarize.
3. Express your feelings.
4. Introduce another issue.
5. Reach agreement in principle.
6. Disclose something.
7. Offer something of value.
8. Appeal to an ally.
9. Use humor.
10. Illustrate on paper.
11. Change the shape of the money.
12. Change the negotiator.
13. Offer a guarantee.
14. Appoint a committee.
15. Use an arbitrator.
16. Postpone decision.

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