

EP. 1

How To Have A Win Win Discussion
With Your Doctor

What is the meaning of a Win-Win negotiation?

- Agreements or solutions are mutually beneficial and satisfying.
- All parties feel good about the decision and feel committed to the action plan.
- All parties feel satisfied because they believe that neither party is the winner or the loser

Many times both sides experience a positive outcome and could possibly deliver a better result than either had imagined possible. Remember to keep an open mind, be flexible, and come prepared to reserved meeting time.

The Win/Win process has four steps:

1. See the problem from the other point of view, in terms of the need and concerns of the other party.
2. Identify the key issues and concerns (not positions) involved.
3. Determine what results would provide a mutual acceptable solution.
4. Identify new options to achieve desired results.

Negotiations can be scary, especially when it involves money. We're not here to tell you that negotiation is easy and can be learned overnight. However, we are here to tell you that knowledge is power. Come to any negotiation prepared with research, results, data, and numbers- business proposal.

Tips for getting started:

- Get your timing right
- Be prepared
- Keep control of your emotions
- Support your arguments with concrete facts and examples: Facts vs. Feelings
- Put yourself in their shoes
- Be clear on your bottom line (Best Alternative To a Negotiated Agreement)
- Make sure you have a summary of what has been agreed.