

# Seven Basics of Negotiating

## Directions:

Read each statement and respond whether the statement shows an understanding, lack of understanding, or no response.

Answer questions using the word "yes," "no," or "no response."

1. I have tried to get my way and I got it. That's the only way to win.

2. Before we make any agreement, you should ask me what my interests are. I will tell you what my interests are.

3. I have always been very honest. I never go back on my word. I am a person who is always honest.

4. I am always very honest. I never go back on my word.

5. I am always very honest. I never go back on my word. I am a person who is always honest.

6. I have always been very honest. I never go back on my word. I am a person who is always honest.

7. I have always been very honest. I never go back on my word.

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12. I have always been very honest. I never go back on my word. I am a person who is always honest.

13. I have always been very honest. I never go back on my word. I am a person who is always honest.

14. I have always been very honest. I never go back on my word. I am a person who is always honest.

# Seven Basics Of Negotiating Dave Ramsey

**Hussin A.Rothana**



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