

## ***Assertiveness in Negotiating - for Sellers***

### **How would you respond to the following?**

1. Your price is totally ridiculous. I'll never pay that much!
2. Since I've given you such a good price, would you be able to deliver sooner?
3. There's no point in talking unless you tell me how much discount you'll give me.
4. I'm sorry, we don't negotiate.
5. Come on. Tell me what your *best* price is.
6. Could you do me a small favour?  
(A very frequent request, and it's time to make a stand).
7. Is that your final offer?
8. I need to get an agreement now or I won't be able to hold the ("high") price I've offered you.
9. We don't even *want* your products. Just look at all the quality problems we've had lately!
10. We've always had a good working relationship. It would be a shame to spoil it now, wouldn't it?
11. That's my final offer. Take it or leave it.