Ask for More: 10 Questions to Negotiate Anything

BY ALEXANDRA CARTER

THE MIRROR	COMMON	THE WINDOW
My definition of the problem/goal: *What's the problem I want to solve?*		**Their definition of the problem/goal** *Tell me . . .*
My needs/what those look like *What do I need?*		**Their needs/what those look like** *What do you need?*
My feelings/concerns *What do I feel?*		**Their feelings/concerns** *What are your concerns?*
My previous success *How have I handled this successfully in the the past?*		**Their previous success** *How have you handled this successfully in the past?*
My first steps *What's the first step?*		**Their first steps** *What's the first step?*