Win-Win or Hardball: Learn Top Strategies from Sports Contract Negotiations

Harvard Law School's Program on Negotiation is offering a free copy of "Win-Win or Hardball: Learn Top Strategies from Sports Contract Negotiations."

The document offers such contract negotiation advice as:

• **Share information** – Instead of assuming your interests are directly opposed to your counterparts' interests, provide information that could lead to wise tradeoffs

• **Reject the "fixed pie"** – It's easy to assume that the pie of resources to allocate is fixed; when in fact there are opportunities to expand the pie by creating value

• **Avoid anchoring on the first offer** – Don't become overly affected by the first number entered into the negotiation

• **Set concrete goals** – By setting concrete goals in advance, you won't be swayed by other's influence tactics, vivid stories, and hard-bargaining techniques

• **Take my time** – When you're pressed into making snap decisions, your thinking will be more intuitive and less rational

• **Avoid dwelling on the past** – Past investments should rarely affect our decisions about the future

Download the document.