



LEADERCRAFT

CONNECTION

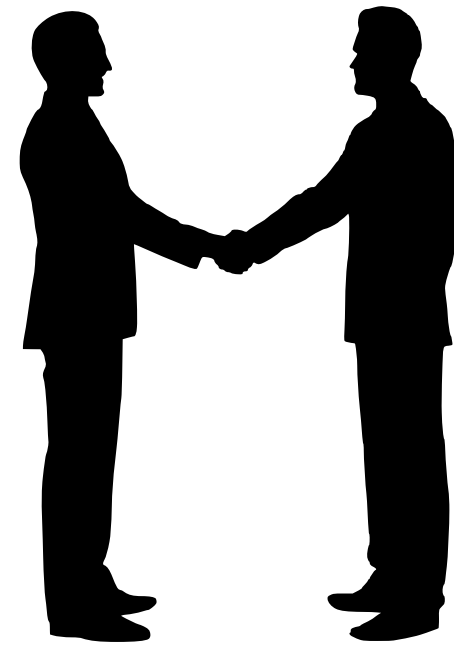
AGAINST ALL ODDS

**STRUCTURED COMMUNICATIONS & NEGOTIATION STRATEGIES
FOR ENGINEERING PROJECT MANAGERS**





RELATIONSHIP-BASED NEGOTIATION



The use of dialogue to create an opportunity for two or more parties to come to a strong agreement and where everyone has the power of consent.



2

TACTICAL CURIOSITY

An iceberg floating in the ocean. The tip of the iceberg is above the water line, while the much larger, jagged base is submerged. The sky is a clear, light blue, and the water is a deep blue. The overall scene is serene and serves as a metaphor for hidden depths.

demands

perspectives

emotions



THINK DEEPER

COLLABORATION
INFLUENCE
RAPPORT
EMPATHY
ACTIVE LISTENING
CONNECTION



PERSUASION IS A PROCESS

5

YES

NO

MAYBE





6

**NEGOTIATION CULTURE
IS LIFE & GROWTH.**



LEADERCRAFT

Dan Oblinger
Consulting Negotiator
(316) 650-5032
masterlistener.com



SPEAKING
TRAINING
COACHING
CONSULTING
BOOKS