Five negotiation tips you can learn from children

Children as negotiators - something I can fully associate with as a mum of a 5 year old!

1) They're not afraid to ask for what they want
Children's needs are often driven by emotion. "I want an ice cream" or "Will you buy me that game?" They don't think too hard about the appropriateness of their requests nor the rationale behind it. Unlike adults, they don't worry about sounding greedy or unreasonable.

2) They ask lots of questions
The most common question asked by a child is "why?" Asking questions is extremely powerful, as it generates control of a negotiation. It also gets the other person talking and revealing information. Information is power in negotiations and can be used to get what you want.

3) They open high
Aim for the stars and you'll reach the moon, as the saying goes. Children will demand more than they really need, knowing they can work back to an acceptable middle ground. They are not concerned about a fair deal for the other party, just a great deal for themselves. Be optimistic and you won't walk away disappointed, regretting you didn't ask for what you really wanted.

4) They're persistent
Children don't accept 'no' for an answer. If they're rejected, they'll persevere by using the broken record technique or by trying a different strategy, such as bargaining or trading. This tenacious approach eventually pays off, as the parent concedes in return for some peace and quiet. It may feel as if you're

nagging, but you're actually demonstrating a determination for what you need.

5) They make lots of proposals
Children will happily rattle off a number of proposals to get what they want. If one proposal is rejected, they'll have a number of alternatives to throw back on the table. The more proposals they make, the more chance there is of one of them being accepted. Making proposals puts them in the driving seat.

http://www.talk-business.co.uk/2015/08/20/can-we-learn-negotiation-skills-from-our-kids/