

ADAPTED FROM:

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other at all, the partners grow apart over time and do not feel an adequate amount of intimacy.

**(Nagging is an incomplete attempt at negotiation; it is a request without a response.** the responding party should respond with a “price” eg. “in return I would want \_\_\_\_\_”)

10) Define time parameters for what is being requested. Be very specific about terms. (eg. “I want you to cuddle with me for 15 minutes in the evening three times this week”)

11) Hold hands continuously through difficult or emotional negotiations. The physical closeness is a reminder of the love that underlies all discussions.

12) Seal all negotiations with a kiss. Write all negotiations down in a specific place such as a blank book of the type often sold as a diary. (the agreement you end with, or the terms currently under negotiation if not complete yet)

13) The negotiation should not end until each partner feels that a “win-win” situation exists whereby each is happy with the negotiated arrangement. (temporary agreements may be reached pending final agreements)

14) When a couple learns to negotiate explicitly, it is at first more troublesome than helpful. Have patience!

## OVERT NEGOTIATION RULES

*HOMework BEFORE STARTING; EACH OF YOU DEVELOP A "WANT LIST" Things you would like the other to do for or with you or be supportive of you doing .*

- 1) Negotiation draws on the well of good will that loved ones hold in reserve for one another. This well must be replenished by the couple's having fun together and enjoying each other's company **outside the household**. Negotiation only works when those involved have had enough fun together. This is why good business negotiators are often big spenders when it comes to entertaining those they plan to do business with.
- 2) Some negotiations take one discussion, others five and others two hundred. Have a style which allows negotiations to start, break, and restart easily. If one ends a negotiating session nicely, one can come back to it nicely.
- 3) Never say "no." The closest one should come to saying no is "I will seriously consider that."
- 4) Negotiating is only about the present and future. Avoid bringing up the past except as an example of what is being requested.
- 5) Avoid explanations as to "why" one wants the package being negotiated. These will only side-track conversation. Requesting an explanation of "why" is also often perceived as patronizing.
- 6) In negotiation, assume that one knows only what is best for **oneself**, and not for the other or others.
- 7) Each party owes the other a "price" for any request in negotiation.
- 8) Avoid only doing those activities which both enjoy. Use negotiation to get one's partner to try something that she or he have not experienced, and be prepared to do the same in return.
- 9) Each part in a healthy romantic relationship is benevolently trying to change 2% of one another while accepting the other 98%. If one is trying to change much more than 2%, the relationship is too much work. If one is not trying to change the