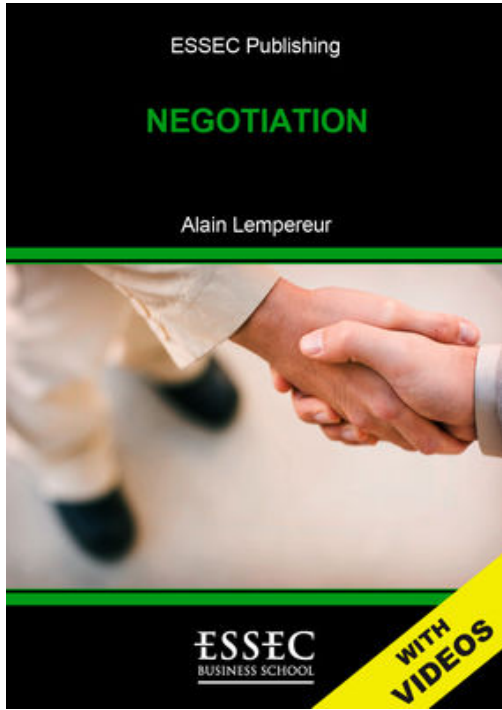


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Alain Lempereur, Professor at ESSEC Business School presents the key elements of a successful negotiation. The three elements of negotiation are: people, problems and process. The first important sequence in negotiation is to show empathy. Then you have to choose between being cooperative or competitive. Cooperation from both sides will lead to a win-win equilibrium. When negotiating you should always look to create value.

More information about Professor Alain Lempereur: <http://www.essec.fr/professeurs/alain-lempereur>

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