



Negotiation Snippets

The Artificial Timeline

Procurement Zen

Sharing valuable Insights in procurement
and negotiation

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| WHAT IT IS

- Create deadlines to force decisions
- They don't have to be real!

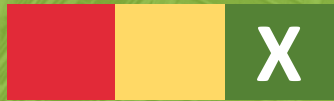


| HOW TO DO IT

Mention a non-changeable timeline / deadline and force the decision



I CLASSIFICATION



- Helps to focus on important topics and get a decision on them
- Making decisions without all facts due to timeline might be in your favor



✉ CONTACT : phil@procurementzen.com

f FB : fb.com/procurementzen

🐦 TWITTER : twitter.com/procurementzen

📡 WEB: www.procurementzen.com/youtube