



Negotiation Snippets

The Little Things Technique

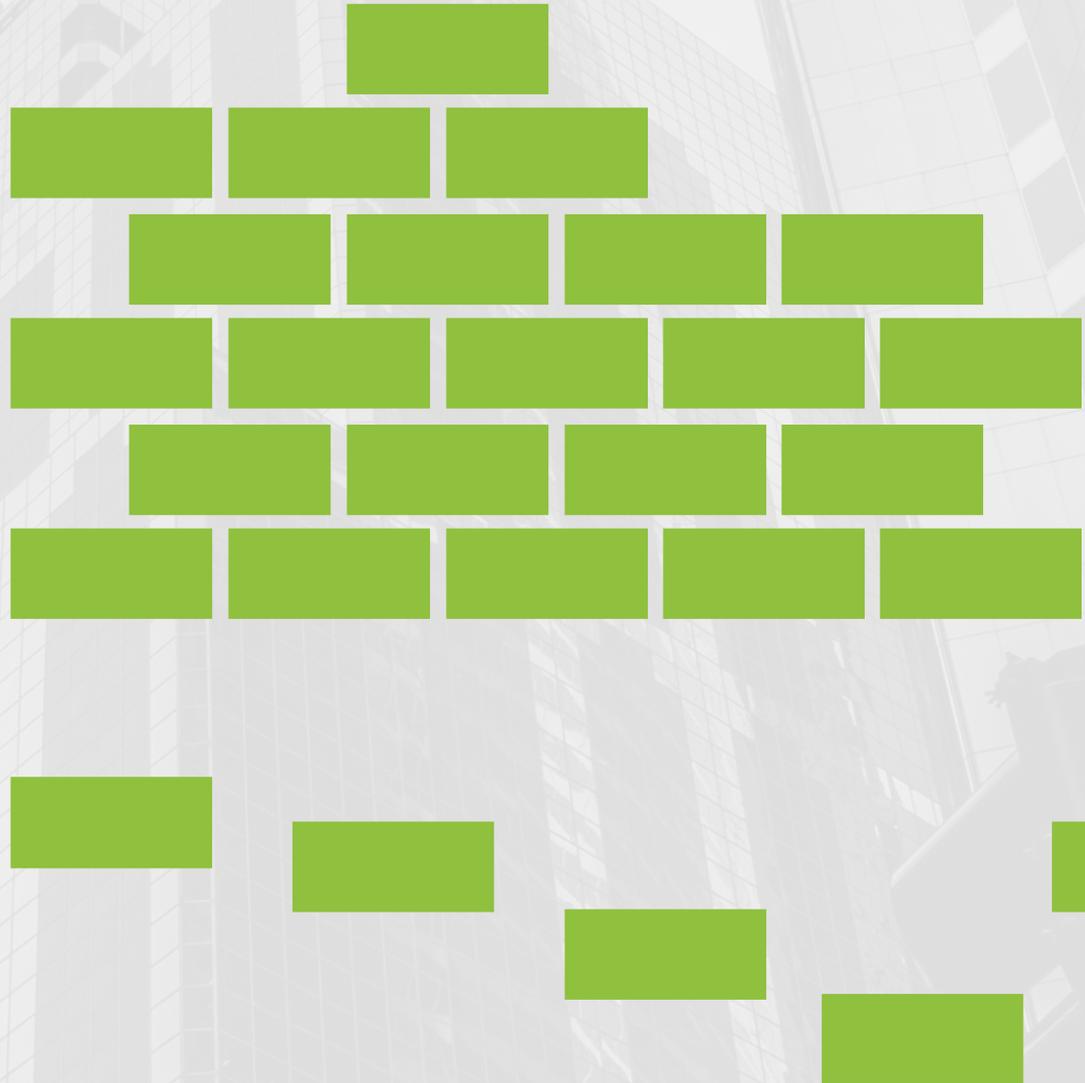
Procurement Zen

Sharing valuable Insights in procurement
and negotiation

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| WHAT IT IS

- Ask for small things without giving something in return
- A lot of small things also add up to decent advantages!



| HOW TO DO IT

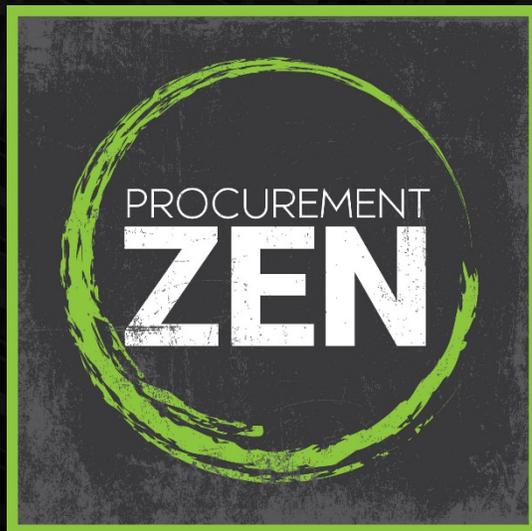
Ask for little things, one by one – but don't go one after the other! Change topics inbetween



I CLASSIFICATION



- Smaller changes are much more easy to accept
- Supplier might not uncover, that you cut your cake in smaller pieces



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