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Negotiate Anything

Ten rounds against an AI negotiator. Then the real thing.

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This book teaches negotiation practice and communication. It is not legal, financial or employment advice. Laws, contracts and workplace rules differ between countries and companies, so check anything important with a qualified professional. Never use these techniques to deceive or pressure anyone into something that harms them.

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THE OPENING

Why You Lose

Most people don't lose negotiations because the other side is clever. They lose because they never practice.

Think about it. A boxer spars hundreds of rounds before a real fight. A pilot spends hours in a simulator. But when you ask for a raise, argue a bill or buy a car, you walk in cold. One shot, high stakes, sweaty palms. No wonder you take the first offer.

This book fixes that. You'll learn six core moves, then practice them in ten rounds against an AI that plays the other side. It can be friendly, tough or downright annoying. It never gets tired, never judges you and lets you try again as many times as you want.

By the time you sit across from a real person, you'll have already had the conversation five times.

What you'll need

- [ ] Any AI chat assistant.
- [ ] Twenty minutes per round.
- [ ] A notebook for scores and lessons.
- [ ] One real negotiation in your life you'd like to win.

How a round works

Each round has a scenario, a goal and a setup prompt. You paste the setup, play the conversation, then ask the AI to score you. Then you play it again and try to beat your score. At the end of each round there's a script for the real world.

> ONE HONEST RULE
>
> Every technique in this book works better when you're honest. Bluffing about offers you don't have can blow up in your face. Real leverage, real research and real calm beat fake toughness every time.

YOUR TOOLKIT

The Six Moves

Every negotiation in this book uses some mix of these six moves. Learn them once, use them forever.

Move one. Know your walk away

Before any negotiation, decide your walk away point. The worst deal you'll still accept. Below that, you leave. Also know your best alternative if this deal fails. Another job offer, another seller, another plan.

People with a clear walk away point stay calm. People without one panic.

Move two. Anchor first, with reason

The first number on the table pulls everything toward it. If you have done your research, say your number first and attach a reason. "Based on what similar roles pay in this city, I'm looking for 68 thousand."

A number with a reason feels fair. A number without one feels like a guess.

Move three. Ask, then shut up

After you ask for something, stop talking. Silence feels awful, and the other side will often fill it with a better offer or useful information. Count to seven in your head if you have to.

Move four. Label the feeling

When the other person gets tense, name it. "It sounds like the budget is really tight this year." Labeling a feeling calms it down and shows you're listening. People negotiate better with someone who understands them.

Move five. Trade, don't give

Never give something for nothing. If they ask for a discount, ask for something back. A longer contract, faster payment, a referral. Every concession becomes a trade.

Move six. Make it their idea

Ask questions that lead them toward a solution. "What would need to be true for this to work for you?" People defend their own ideas much harder than yours.

YOUR MOVE CARD

Walk away. Anchor with reason. Ask and wait. Label the feeling. Trade, don't give. Make it their idea.

SETUP

The Sparring Partner

This is the prompt that turns any AI assistant into your training partner. Every round uses it, with different details.

#0 The Sparring Partner

Paste at the start of every round

```
You are my negotiation sparring partner. You will play [role] in
this scenario.
[Scenario]
Your private goal is [their goal]. Your limit is [their limit],
but do not reveal it unless I earn it with good negotiation.
Play the role realistically. Use common tactics like delays, vague
answers and pressure, but stay believable.
Keep each reply short, like a real conversation. Do not coach me
during the round.
When I type SCORE, stop playing and score me from 1 to 10 on
preparation, anchoring, listening, trading and outcome. Then give
me the three most important things to do better next time.
```

Three difficulty levels

Add one of these lines to the setup to change how hard your opponent plays.

Easy. You are friendly and want this deal to happen.

Normal. You are polite but careful with money and will push back once or twice.

Hard. You are busy, skeptical and used to getting your way. You will use pressure and silence.

Start on easy. Move up when you score 7 or more twice in a row.

THE JOB OFFER

Round 1

Scenario. You've been offered a job you really want. The salary is 58 thousand. You know similar roles in your area pay between 60 and 70 thousand. The hiring manager says the offer is "pretty much final".

Your goal. Get to 64 thousand or more, or get extras worth the gap.

#1 Round one setup

Job offer

```
Use the Sparring Partner prompt with these details.
Role. A hiring manager at a mid size company.
Scenario. You offered me 58 thousand for the role. I want more.
Their goal. Hire me under 62 thousand.
Their limit. 65 thousand, plus flexibility on remote days and a
training budget.
```

What to practice

- [ ] Thank them and show you're excited before you talk numbers.
- [ ] Anchor with a researched number and a reason.
- [ ] If the salary is stuck, ask about signing bonus, remote days, training or a review in six months.

THE REAL WORLD SCRIPT

Thank you, I'm really excited about this role and the team. Based on my research for similar positions here, and the experience I bring with [skill], I was expecting something closer to 66 thousand. Is there flexibility there?

THE RAISE

Round 2

Scenario. You've been in your job for two years. You've taken on more work, trained new people and led one successful project. Your salary hasn't changed. Your manager likes you but says "budgets are tight".

Your goal. A raise of at least 8 percent, or a clear written plan to get there within six months.

#2 Round two setup

The raise

```
Use the Sparring Partner prompt with these details.
Role. My direct manager.
Scenario. I'm asking for a raise after two years and more
responsibility.
Their goal. Delay any raise until next year.
Their limit. 7 percent now if I bring clear proof of results, or
10 percent in six months with written goals.
```

What to practice

- [ ] Bring three concrete results with numbers.
- [ ] Talk about the value you add, not about what you need.
- [ ] If they say no, ask "What would I need to show you in the next six months to make this a yes?"

THE REAL WORLD SCRIPT

Over the last year I've taken on [new responsibilities] and delivered [result with number]. I'd like to talk about my compensation so it reflects that. I'm looking for an adjustment to [number]. What do you think?

THE FREELANCE RATE

Round 3

Scenario. A potential client loves your portfolio and wants you for a project. You quoted 3,000. They say their budget is 2,000 and they "usually work with people at that rate".

Your goal. Keep your rate, or reduce the scope so the price is fair.

#3 Round three setup

Freelance rate

```
Use the Sparring Partner prompt with these details.
Role. A small business owner hiring a freelancer.
Scenario. I quoted 3,000 for a project. You said your budget is
2,000.
Their goal. Pay as little as possible.
Their limit. 2,800 for the full project, or 2,000 if the scope is
cut by a third.
```

What to practice

- [ ] Never drop the price without changing the scope.
- [ ] Offer options. Full scope at full price, smaller scope at lower price.
- [ ] Ask what matters most to them.

THE REAL WORLD SCRIPT

I understand the budget. For 2,000 I can do [smaller scope]. If the full project matters, it's 3,000, and that includes [extra value]. Which works better for you?

THE USED CAR

Round 4

Scenario. You found a used car listed at 14,500. You've checked similar cars and they sell for 12,500 to 13,500. The seller is a small dealer who says another buyer is coming tomorrow.

Your goal. Buy it for 13,000 or less, or walk away.

#4 Round four setup

Used car

```
Use the Sparring Partner prompt with these details.
Role. A used car salesperson at a small dealership.
Scenario. I'm interested in a car listed at 14,500.
Their goal. Sell above 14,000 today.
Their limit. 12,900 if I'm ready to buy today and point out real
issues with the car.
```

What to practice

- [ ] Ignore the "other buyer" pressure.
- [ ] Mention real issues you noticed, calmly.
- [ ] Be ready to walk out. Mean it.

> THE REAL WORLD SCRIPT
>
> I like the car, but similar ones are selling for around 13,000, and it will need [real issue]. I can do 12,800 today. If that doesn't work, no hard feelings.

THE RENT

Round 5

Scenario. Your landlord wants to raise your rent by 12 percent at renewal. You've been a good tenant for three years, always paid on time and never caused problems.

Your goal. Keep the increase under 5 percent.

#5 Round five setup

Rent

```
Use the Sparring Partner prompt with these details.
Role. A private landlord.
Scenario. You want to raise my rent by 12 percent at renewal.
Their goal. Get as close to 12 percent as possible.
Their limit. 4 percent for a two year lease, because finding a new
tenant costs time and money.
```

What to practice

- [ ] Remind them of the cost and risk of an empty apartment.
- [ ] Offer a longer lease as a trade.
- [ ] Know what similar apartments really cost nearby.

> THE REAL WORLD SCRIPT
>
> I've really enjoyed living here, and I've always paid on time. A 12 percent increase is more than I can do. If we keep it at 4 percent, I'm happy to sign for two years, so you don't have to worry about finding someone new.

THE CONTRACTOR

Round 6

Scenario. You need your bathroom renovated. A contractor quotes 9,000. Two other quotes came in at 7,500 and 8,200, but you like this contractor's work best.

Your goal. Hire the one you like for 8,000 or less with a clear timeline.

#6 Round six setup

Contractor

```
Use the Sparring Partner prompt with these details.
Role. A busy, well reviewed contractor.
Scenario. You quoted 9,000 for my bathroom renovation.
Their goal. Keep the price and stay flexible on timing.
Their limit. 8,200 with a firm start date, or 7,800 if I buy some
of the materials myself.
```

What to practice

- [ ] Tell them honestly that you prefer them, and show the other quotes exist.
- [ ] Trade flexibility on timing for price.
- [ ] Get the timeline and payment schedule in writing.

THE REFUND

Round 7

Scenario. You bought a 400 laptop online. It broke after five weeks. The return window was 30 days. Customer support says they can't help.

Your goal. A full refund, a replacement, or a free repair.

#7 Round seven setup

Refund

```
Use the Sparring Partner prompt with these details.
Role. A customer support agent following a strict script.
Scenario. My laptop broke after five weeks. The return window was
30 days.
Their goal. Close the ticket without a refund.
Their limit. A free repair or replacement if I stay calm, mention
the warranty and ask for a supervisor.
```

What to practice

- [ ] Stay polite. The person you talk to didn't break your laptop.
- [ ] Ask about warranty and consumer rights in your country.
- [ ] Ask "Who can approve an exception?" instead of arguing with the script.

THE INTERNET BILL

Round 8

Scenario. Your internet bill went up by 15 a month after a promotion ended. Competitors offer similar plans for less.

Your goal. Get your old price back, or something close to it.

#8 Round eight setup

Internet bill

```
Use the Sparring Partner prompt with these details.
Role. A retention agent at an internet provider.
Scenario. My promotion ended and my bill went up by 15 a month.
Their goal. Keep me as a customer at the higher price.
Their limit. A new 12 month deal at my old price, but only if I
mention I'm ready to switch.
```

What to practice

- [ ] Ask directly for the retention or loyalty department.
- [ ] Mention a real competitor's price.
- [ ] Be friendly and ready to cancel.

> THE REAL WORLD SCRIPT
>
> I've been a customer for [years], but my bill just went up and [competitor] offers [similar plan] for [price]. I'd prefer to stay. What can you do to keep my price where it was?

THE SUPPLIER

Round 9

Scenario. You run a small shop. Your main supplier just announced a 10 percent price increase. You order regularly and pay on time.

Your goal. Limit the increase to 4 percent or get better payment terms.

#9 Round nine setup

Supplier

```
Use the Sparring Partner prompt with these details.
Role. A sales manager at a wholesale supplier.
Scenario. You announced a 10 percent price increase to me, a
regular customer.
Their goal. Apply the full increase.
Their limit. 5 percent with a six month commitment, or 10 percent
with 60 day payment terms instead of 30.
```

What to practice

- [ ] Show your value as a reliable customer.
- [ ] Offer volume or commitment as a trade.
- [ ] Explore non price terms like payment timing and delivery.

BEDTIME

Round 10

Scenario. Your eight year old wants to stay up an hour later every night. You want them in bed on time without a fight.

Your goal. A deal that both of you can live with, that you'll actually keep.

#10 Round ten setup

Bedtime

```
Use the Sparring Partner prompt with these details.
Role. A smart, stubborn eight year old.
Scenario. You want to stay up an hour later every night.
Their goal. Stay up as late as possible.
Their limit. 15 minutes later on weekends only, if they get to
choose the bedtime story.
Talk like a real eight year old.
```

What to practice

- [ ] Listen to what they really want. It's often not the time, it's the control.
- [ ] Give them real choices inside your limits.
- [ ] Label the feeling. "It feels unfair to go to bed before your sister."

This round is a little funny, but it's the most honest training in the book. Children use every tactic adults use, with zero shame. If you can stay calm here, you can stay calm anywhere.

TRACK YOUR PROGRESS

Your Scorecard

Write down your score for each round. Play every round at least twice.

The real negotiation

Now pick one real negotiation coming up in your life. Fill this in before you go.

What I want

My walk away point

My best alternative

My anchor and the reason

What I can trade

What they probably want

#11 The Final Rehearsal

Use the night before

```
Here's the real negotiation I have tomorrow and my preparation
notes.
Play the other side as realistically as you can, on hard
difficulty.
After I type SCORE, tell me the one thing most likely to go wrong
and how to handle it.

[My notes]
```

> *You don t get what you deserve. You get what you prepare for.*



Thank you for reading

The best negotiators aren't the toughest people in the room. They're the best prepared, the calmest and the most curious. You now have a sparring partner that never gets tired. Use it.

This book is part of the Booktronaut universe. Every category is a planet, every book is a world, and every page you read grows a universe of your own.

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