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# Grand Finale Memo

I’ve become a lot more aware about the mechanics of negotiating this semester. Before this class, I didn’t think much about a negotiation. However, now I am a lot more aware of what is going on and the structure of a negotiation. I think about the strategy and tactics I want to employ before a negotiation. I am a lot more aware about what and how a party responds. I think about why another party may have mentioned something or not. I am now more likely to think through my possible responses. I now know and have practiced softer ways of asking for stuff. I have more confidence because of the practice I’ve gotten during this class.

I’ve already used my greater awareness in two big negotiations during this class. I was offered an internship at Walt Disney Parks and Resorts Online, but the pay was less than I had made last summer. I used the advice we learned in class to do research on comparable salaries in the area and I thought about what to say when the recruiter called back. When they did call back, I was prepared with what I was going to ask for, I was prepared to answer their objections, and I was prepared to make counter offers.

I have received offers for internships before, and I have before asked if the company would cover more of my expenses. However, I did not do so in a coordinated manner. Perhaps looking from the outside in, the exchanges and the outcome would likely have been the same before. However, I felt a lot more confident and aware now. The strategies and practice helped formalize my thinking about negotiations.

Moving forward, I should continue to work to plan out my actions and think several steps ahead. I did think about this for the Disney Internship negotiation, but not for the Baker House Formal negotiation. Perhaps I automatically spent less time on a lower stakes negotiation, but I must remember to think and plan out higher-stakes negotiations several steps ahead. In addition, I’ve noticed that I could do the same thing for board and other “casual” games such as Connect 4. Good players know all the rules, have strategies thought out, and think several moves ahead. Employing the same strategies could help me improve my negotiation skills.

In all, I really liked the class. It was optional for me, and it sometimes was annoying to have a class until 9PM when I had a lot of homework due Friday, but I think the class was fun and rewarding.