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**ART OF COACHING PODCAST™ EPISODE 283**  
**NEGOTIATION GONE WRONG: HANDLING REJECTION & EARNING RESPECT**

Think of 2 situations - one personal and one professional - when you or your work were rejected. Reflect on your emotional and physical responses, and how they affected the outcome of the conversation or situation.

We often connect our self-worth to our work. Is this something you struggle with in certain contexts? In the above situations, did you associate the rejection with your own self-worth?

In negotiations, it is common for us to over-rely on rational persuasion, even though it has shown to not be a very effective influence technique. Think of a time when you've used stats and facts to persuade someone, without success.

List 2-3 different ways you could have approached that negotiation without the use of rational persuasion.



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Think of an upcoming proposal you're preparing for. To create a zone of possible agreements, or creative ways you would be willing to adapt your proposal, list 5 alternatives to your current idea/ solution.

Referring back to question 1, what lessons did you learn/ value did you get out of being rejected? How have you applied those lessons since? Can you apply them to the above upcoming proposal?

Find a partner to role play your upcoming proposal with you. Do the same conversation 3 times, but with different responses by them. Then switch characters (have them play you) and replay another 2-3 times. What stands out to you about playing the role of the other person?



## Art of Coaching Podcast™

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### ABOUT



Join us as we dive more deeply into what it takes to change attitudes, outcomes & behaviors across a variety of world-class environments. Our guests include a wide range of professionals ranging from coaching, law enforcement, scientists, managers, military and entrepreneurs.

While I may originally be a strength and conditioning coach by trade- my work now spans across the corporate realm, military setting and beyond. If you work with people in any capacity and are fascinated by what makes them tick, this show is for you!

Each episode is packed with tactical insights as we prioritize providing you with key take-aways, instead mass produced "surface level" advice. Expect to be challenged, expect to be surprised and expect to maybe find a few laughs along the way as well.



**Art of Coaching Podcast™**  
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