

THE MASTER NEGOTIATOR

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Tactic of the Week #33

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Tactic #33 - I'll Think About It and Get Back to You Later

Summary: Putting the decision off to have more time for consideration.

One of the tactics that can keep the door open in a negotiation is: "I'll Think About It and Get Back to You Later."

Example

A potential buyer is interested in a dining room set advertised on Craigslist. The seller says her price is \$1,500. The buyer responds, "I'll Think About It and Get Back to You Later."

Counter

Some questions the seller could ask to counter this tactic would be: "What specifically are you going to think about?" and, "When will you get back to me?" Another appropriate response for the seller would be to explain that, until the buyer gets back to her, she will continue to advertise the set. Finally, a more aggressive response would be to ask, "Is price the issue? Do you have a ballpark figure in mind that we could discuss?"

Do you have any negotiation questions? If so, then send them to us by hitting the "reply" button in your email window. We'll do our best to address them in upcoming issues.

If you'd like to forward this issue to a friend or colleague, please click "forward email" below.

This tactic is one of 101 strategies and tactics featured in [The Only Negotiating Guide You'll Ever Need](#), by Peter Stark and Jane Flaherty.



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