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~~Negotiating Dave~~

~~Rule #1. Always tell
the truth. Rule #2.~~

~~Use Cash when
making purchases.~~

~~Rule #3. Use walk-
away power. Don't get
emotionally attached
to the item. Rule #4.~~

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Shut up. Ask a question, gather information and use silence as a powerful tool.

~~Dave ramsey~~
~~Financial Peace~~
~~University 7 Rules for~~
~~Negotiating~~
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Answers

~~Ch. 7 The Basics of
Negotiating~~

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Term: Read the
statement and
evaluate which of the
seven basic rules of
negotiating should be
used. Used to close
the deal right then

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and there. A) "That's not good enough!" B) Good guy, bad guy C "If I" take-away technique D) Cash Definition: D) Cash Term: Read the statement and evaluate which of the seven basic rules of negotiating should be used. Your strategy when you say, "Throw in free ...

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~~07.06 The Seven
Basic Rules of
Negotiating Part 4
Dave ...~~

Dave ' s Lucky Seven
Rules of Negotiating.
Always tell the
absolute truth. Use
the power of cash.
Understand and use
“ walk away
power ” . Shut up.
“ That ’ s not good

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negotiating ”. Good guy,
bad guy. The “ If I ”
take away technique.
Walk away power is,
obviously, the power
to walk away.

~~Dave Ramsey~~
~~Financial Peace~~
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are many people who
dont need expect
something more.
Chapter seven basics
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new share.

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Dave Ramsey's 7
Rules of Negotiating:
Always tell the truth.
One note on this,
sited from Tom
Stanley's "The
Millionaire Next
Door", was that the
#1 characteristics of
millionaires was that

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they had fanatical
levels of integrity. Use
cash. We actually
tried this when we
bought our couches.
Seemed to help. Use
walk-away power.

~~the Root and the Tree:
7 Rules of
Negotiating~~
Seven basic rules of
negotiating are:
always tell the

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absolute truth, use
the power of cash,
understand and use
"walk away power",
shut up, "that's not
good enough!", good
guy, bad guy and the
"if i" take away
technique. t/f. True.
The difference
between an estate
sale and an auction is
that an auction is
similar to a garage

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sale and usually the contents of the house are priced and put out for sale.

~~Dave Ramsey Chapter 7 Flashcards | Quizlet~~
[MOBI] Seven Basics Of Negotiating Dave Ramsey Answers The Seven Basic Rules of Negotiating VIDEO
2.1 Negotiate With Integrity Getting a

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great deal doesn't
happen by accident,
nor does it always
happen just because
you bothered to ask.

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Negotiating Dave
Ramsey Answers~~

True. Seven basic
rules of negotiating
are: always tell the
absolute truth, use
the power of cash,

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Understanding and use
"walk away power",
shut up, "that's not
good enough!", good
guy, bad guy and the
"if i" take away
technique. t/f. True.

What is it called when
both parties benefit in
negotiations.

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7. COMMITMENT:
WHAT
COMMITMENTS
SHOULD I SEEK OR
MAKE? a) Get
commitments at the
end not the
beginning. b) Identify
all of the
implementation
issues to be included
in the agreement. No
post-argument
surprises? c) Plan the

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timeframe and steps
to implement the
agreement. 8.

CONCLUSION: WHAT
IS A GOOD
OUTCOME? a) Meets
interests. b)
Demonstrably fair.

~~SEVEN ELEMENTS OF
EFFECTIVE
NEGOTIATIONS~~

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Now that you ' ve
figured out your
budget and done your
research, go ahead
and use those 10
haggling tips you just
learned when
negotiating a car

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price. “ We saved up
around \$10,000 to
pay cash for a car.

~~How to Haggle for a
Good Bargain |~~

DaveRamsey.com

Terms in this set (7)

Truth. When

negotiating, ALWAYS
tell the

absolute_____.

Cash. Use the power
of_____. Walk-away.

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Understanding to use the
"_____ - _____" power.
Shut up. _____ _____. Don't
talk too much.

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rules of negotiating
Flashcards ...~~

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Ramsey Answers~~
negotiate. What are

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the seven basic rules
of negotiating? 1.
Always tell the
absolute truth 2. Use
power of cash 3.
Understand and use
"walk away power" ...
"That's not good
enough" 6. Good guy,
bad guy 7. The "If I
take away" technique.
The second key to
opening the door to
huge bargains is that

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you must have _____
patience.

Dave Ramsey

Answers

~~Chapter 8: Bargain
Shopping~~

~~Foundations In
Personal ...~~

The Seven Basics of
Negotiating Video

2.4: 7 minutes The

Seven Basic Rules of
Negotiating

(Continued) Double

Discounts Video 3.1:

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11 minutes Places to
Find Great Deals
Opportunity Cost
Bargain Shopping
Computing Discounts
Bargain Shopping
Additional Activities

- Live From
Financial Peace Plaza

~~CAPTER 7 Lesson~~

~~Plan (1/2)~~

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Answers Dave
Ramsey ' s Guide
Budgeting -

Crossroads of Faith
QUESTION: Bill in
Oklahoma City,
Oklahoma, had a
judgment filed
against him for an
old, unpaid \$2,500
medical bill.He asks
Dave if he can
negotiate the amount,

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which is now \$3,200,
with the

Dave Ramsey

Answers

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Negotiation is the key
to business success.

Successful
negotiation involves
good interpersonal
and communication
skills, used together
to bring a desired

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result. In fact,
negotiation is one of
the main qualities
employers look for
when recruiting staff
nowadays.

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