

WOMEN LEAD WEBINAR

To Become a Fearless Negotiator, Look Inward

In Forté's Women Lead webinar, Mori Taheripour, award-winning educator, speaker, and author, shared tips for becoming a better negotiator. Missed the webinar? [Watch the replay.](#)



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TAKE IT TO WORK

Your personal values and convictions are powerful, and being mindful of them will strengthen your negotiation skills. Put Mori's advice into practice with these conversation starters.

GROUP QUESTIONS

- How did you feel about negotiating before watching this webinar? Did Mori's insights give you a new perspective? What part of her presentation resonated most with you?
- Mori spoke about the importance of empathy in negotiation. What steps could you take to bring more empathy and curiosity to your next negotiation? Does this approach make you feel more comfortable with the idea of negotiating in general?
- Is there a time when a negotiation didn't work out the way you hoped? Talk about it with the group. How would you approach a similar situation differently in the future?

INDIVIDUAL REFLECTION

- What do you think has held you back in previous negotiations? Did you get in your own way? If so, how will you avoid doing that in the future?
- Mori explains that to prepare for a negotiation, you have to take care of your "emotional hygiene" ahead of time. What are your non-negotiable values and convictions?
- Once you're clear on your personal values, think about what you really want from the negotiation. Be as specific as possible with your intention.