

2-Minute Tips to Stop Freezing in Negotiations

GoSkills online course syllabus

Skill level

Beginner

Lessons

12

Pre-requisites

No prior experience needed

Video duration

24m

Estimated study time

24m 24s

Instructor

Jacob Warwick

Introduction

- 1 Stay sharp and win high-stakes negotiations**
Negotiations can feel overwhelming, especially when your mind goes blank under pressure.

Prepare for High-Stakes Conversations

- 2 Prepare your mind for high-pressure negotiations**
Your body reacts to negotiation stress before you even speak.
- 3 Overcome silence with a mental script**
Silence can feel like failure, but it doesn't have to be.

Regain Control in the Moment

- 4 Buy time by slowing your speech**
Rushing through negotiations leads to mistakes.
- 5 Shift the conversation with a strategic question**
When you're stuck, the best move is to shift attention.
- 6 Reframe your words to stay confident**
Freezing often happens when you fear saying the wrong thing.

Strengthen Your Negotiation Mindset

7 Shift from performance to curiosity in negotiations
Overthinking your words makes freezing worse.

8 Stay grounded with a negotiation mantra
Confidence isn't just about preparation—it's about mental habits.

9 Recognize and respond to time pressure
People use time pressure as a negotiation tactic. In this lesson, you'll spot when you're being pushed too fast and how to pause without looking weak.

Negotiate Smarter with Silence and Timing

10 Leverage silence to gain negotiation power
Most people fill silences with concessions—but you don't have to.

11 Know when to finalize or exit negotiations
Walking away can be just as important as closing the deal.

Conclusion

12 Negotiate calmly and confidently every time
Thanks for watching! Now that you have quick strategies to prevent freezing, you're ready to apply them in real-life negotiations.

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