



Paid to THINK[®]
A leader's toolkit for redefining your future



Managing the Situation (Sales, Negotiations, Persuasion)

Who	Proper Preparation	Situation
 <div style="border: 1px solid black; padding: 5px; width: fit-content; margin-bottom: 5px;">You</div> <div style="border: 1px solid black; padding: 5px; width: fit-content;">Them</div>	 <div style="display: flex; align-items: center; gap: 10px;">  <p>Not prepared</p> </div> <div style="display: flex; align-items: center; gap: 10px;">  <p>Prepared</p> </div>	<p>Reactionary</p> <p>They control the starting point</p>
 <div style="border: 1px solid black; padding: 5px; width: fit-content; margin-bottom: 5px;">You</div> <div style="border: 1px solid black; padding: 5px; width: fit-content;">Them</div>	 <div style="display: flex; align-items: center; gap: 10px;">  <p>Prepared</p> </div> <div style="display: flex; align-items: center; gap: 10px;">  <p>Not prepared</p> </div>	<p>You control the starting point</p> <p>Reactionary</p>
 <div style="border: 1px solid black; padding: 5px; width: fit-content; margin-bottom: 5px;">You</div> <div style="border: 1px solid black; padding: 5px; width: fit-content;">Them</div>	 <div style="display: flex; align-items: center; gap: 10px;">  <p>Prepared</p> </div> <div style="display: flex; align-items: center; gap: 10px;">  <p>Prepared</p> </div>	<p>The one is who is best prepared has the opportunity to lead</p>

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Ann's preparation for a meeting with her board of directors was defined by what she'd prepared because the board while prepared was not as prepared as she was. She received everything she wanted.

Tips: Write well, speak well, be strategic in your presentation with balanced PROS and CONS. Do the job extremely well and earn a WSP

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