

My top 5 on LinkedIn this week

- Perspectives of **Competition** & Costs
- It's **rarely the job** that makes **people quit**
- Advanced **Negotiation** Tips
- The magic of **Ventral Vagal State**
- **Overcome distractions**



Perspectives of Competition & Costs

Great insights into Wardley Mapping and the topic of Competition and different dimensions



Ben Mosior (He/They) · Following

I help leaders unleash their operational strategies through visual models ...

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Video essay, anyone? Let's talk about "competition."



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It's rarely the job that makes people quit

10 reasons that makes people actually leaving



Victoria Repa • Following

CEO & Founder of BetterMe, Health Coach, Harvard Guest Speaker, Forb...

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1. No leadership.
2. Feeling micromanaged.
3. Toxic workplace culture.
4. Lack of trust from managers.
5. Lack of growth opportunities.
6. Feeling overqualified for the role.
7. Poor communication within the team.
8. Overwork and unrealistic expectations.
9. Feeling undervalued and unappreciated.
10. Lack of space for creativity or innovation.



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Advanced Negotiation Tips

8 tips in a nice infographic



Jay Mount (He/Him) • Following

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Advanced Negotiation Tips

"Never be so sure of what you want that you wouldn't take something better." — Chris Voss

<h3>Mirror Technique</h3> <p>Leads to more information and deeper insights.</p> <p>How to Use: Repeat the last three words or key phrases with an inquisitive tone.</p> <p>The Tip: Mirror with a genuine curiosity, match the speaker's volume and pace.</p> <p>When to Use: To encourage elaboration during discussions.</p> <p>How to Use: To encourage elaboration during discussions.</p>	<h3>Labeling</h3> <p>Builds trust and opens up lines of communication.</p> <p>How to Use: The "It seems like..." or "You sound..." to reflect sentiments.</p> <p>When to Use: To diffuse tension or when seeking to understand emotions.</p> <p>The Tip: Observe body language for better accuracy in labeling.</p>
<h3>Accusation Audit</h3> <p>Reconstructs the negotiation path by clearing the air.</p> <p>How to Use: List possible requests and address them prospectively.</p> <p>Ampl: Don't emphasize requests that the counterpart has no intention.</p> <p>When to Use: Early in the conversation, especially if you anticipate criticism.</p>	<h3>Tactical Empathy</h3> <p>Can lead to more honest dialogues and better outcomes.</p> <p>How to Use: Active listening combined with emotional intelligence.</p> <p>When to Use: Throughout the negotiation to maintain connection and trust.</p> <p>Ampl: Faking empathy is avoid to generate to be effective.</p>
<h3>The 7-38-55 Rule</h3> <p>Enhances trust and ensures clarity in communication.</p> <p>How to Use: Align verbal content with tone and body language.</p> <p>The Tip: Practice active listening and be conscious of the non-verbal cues.</p> <p>When to Use: In all aspects of negotiation, particularly in-person.</p>	<h3>The Ackerman Model</h3> <p>Provides a structured approach to demand negotiation.</p> <p>How to Use: Start at 60% of target price, then increase in calculated steps.</p> <p>When to Use: When handling or negotiating financial terms.</p> <p>The Tip: Use advanced tactics to give the counterpart time to consider.</p>
<h3>'No' Oriented Questions</h3> <p>Encourages more genuine dialogue.</p> <p>How to Use: Ask questions that allow the counterparty to say "no" comfortably.</p> <p>Ampl: Using this tactic without a follow-up plan to guide the conversation.</p> <p>When to Use: To build safety and open honest communication.</p>	<h3>The Two 'Yeses, One 'No' Technique</h3> <p>Leads to reliable and enforceable agreements.</p> <p>How to Use: Seek confirmation, acknowledgment, and verbal agreement during 'Yeses'.</p> <p>When to Use: To confirm the authenticity of agreement during 'Yeses'.</p> <p>Ampl: Holding a 'no' that may not hold true under</p>

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The magic of being in the ventral vagal state

In the ventral state, life feels grounded and good



Monique Pattison (She/Her) • 1st

Tech Professional talking about #MentalHealth #EQ #TheNervousSystem...
1d • Edited •



- In the ventral state life feels good
- Your body thanks you
- Day-2-day you are flourishing



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My Struggle with Distractions and How I Overcame It

In the ventral state, life feels grounded and good

FOCUS

30-60-15 

Learning Mindset Fitness 4MAT Learning Cycle Personal Knowledge Management Meta Cognition

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