### 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** 



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





## It's rarely the job that makes people quit

10 reasons that makes people actually leaving



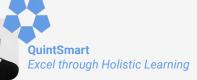
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4d • 🔇

- 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.



### **Advanced Negotiation Tips**

#### 8 tips in a nice infographic



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"Never be so sure of a	vhat you want that you	wouldn't take something b	etter." — Chris Voss
Mirror Technique		Labeling	
Repeat the last three To words or key phrases els	hen to Use: emcourage docustion during customs.	Builds trust and opens up communication. How to Use: Use "It seems like" or "You sound" to reflect emotions. Pro Tips Observe body languabeling.	When to Uses To diffuse tension or when seeking to understand emotions.
Accusation	Audit	Tactical	l Empathy
List possible negatives Ea and address them esp	hen to Use:  The the conversation, secially if you ticipate criticism.	Can lead to more honest- oastoomes. How to Use: Active listering combined with emotional intelligence. Avoid Fikking empathy: It is effective.	When to Uses Throughout the negotiation to maintain connection and trust.
The 7-38-5	5 Rule	The Acke	rman Model
Align verbal content In with tone and body ne	hen to Use: all aspects of gotiation, particularly person.	Provides a structured approgetiation. How to Use: Start at 65% of target price, then increase in calculated steps. Pro Tip Use calibrated possi- to consider.	When to Use: When bartering or negotisting financial terms. see to give the counterpart time
"No" Oriented	Questions	The Two "Yeses,"	One "No" Techniqu
Ask questions that allow To the counterpart to say op	hen to Use build safety and	Leads to reliable and enfo How to Uses Seek confirmation, commitment, and watch out for counterfeit 'yeses.' Avoid Bushing to a 'yes' tha	When to Uses To confirm the authenticity of agreement during negotiations.



## 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



### My Struggle with Distractions and How I Overcame It

In the ventral state, life feels grounded and good







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Learning Cycle

Personal
Knowledge
Management