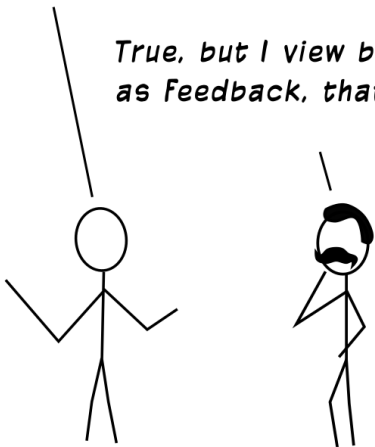


Negotiation is impossible, if you can't say "no"

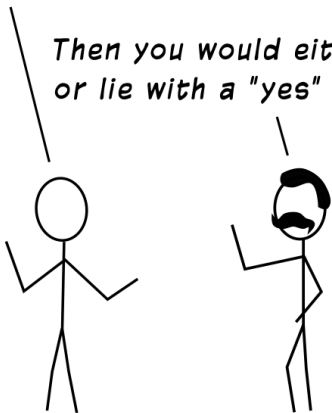
People often feel a "no" as a Failure in a negotiation.

*True, but I view both "yes" and "no"
as Feedback, that can be build upon.*

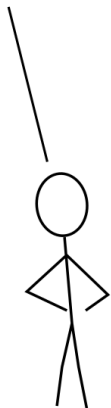


IF I couldn't say "no"

*Then you would either accept the offer
or lie with a "yes"*



If the other part couldn't say "no"



*Then you would never be able to
trust the other part.*



*And without trust, there is no
Foundation For a social relation,
except a potential betrayal in hiding*

*Which means "powerful" contracts
are powerless*

