

NEGOTIATOR

Synonyms: intermediary, mediator, salesman, strategist

In dealing with difficult people, she has the ability to be flexible and negotiate when necessary, but also to stand firm when firmness is called for.

Adept at negotiating win-win outcomes, he knows how to bring people together.

In dealing with clients or making marketing efforts in community organizations, he can smooth the way by building positive relationships with community leaders.

Negotiating charmingly, he is more likely to win new customers by shmoozing on long lunches than by playing hardball.

Bringing out the best in others, he is a master of negotiations. He knows how to manipulate people and situations to his best advantage.

She is good at getting people to work together peacefully and has a talent for mediating problems between others. It is when it is she who has the problem with someone else that she would rather quit than fight.

She sees the workplace as a game where she has the opportunity to face one exciting challenge after another.

You have a talent for getting very different types of people together and negotiating solutions to problems.

After weighing the alternatives he is able to make a choice and stand firm.

A clever strategist, he is able to maneuver effectively in tight situations. His shrewd approach helps him to bring things around to his advantage.

He loves the selling game for its own sake. It isn't so important whether he makes the sale as it is for him to bring his opponent--the prospect--around to his way of thinking (which, of course, is basically one and the same).

Ruthless when she needs to be, she is fearless at the negotiating table, refusing to back off an inch.

Playing his cards close to his chest, he remains poker-faced, leaving his opponent wondering what to do.

Keeping her eye trained steadily on the bottom line, she believes there is always a way to have the cake and eat it too. She continually works to arrange win-win situations for clients and the company.