

# NEGOTIATIONS GURU

## *The Sensing Dealmaker*

### **Overview**

- You are a deal maker and peace keeper!
- You have a gift for coming up with solutions that make people on both sides of a deal happy.
- You can be fair and balanced, and that is a huge benefit to your business and team.

As a Negotiations Guru, you may have a tendency to focus on the present and the concrete, which can be both a strength and a weakness when it comes to scaling a business. On the one hand, your ability to pay attention to detail and focus on the practicalities of running a business can be extremely valuable. On the other hand, your tendency to get bogged down in the details and be less open to new ideas and abstract thinking can hold you back.

**Common Weaknesses:** The Negotiation Guru's focus on sensing and practicality might lead to a reluctance to take calculated risks. They may be cautious and avoid stepping outside their comfort zone, limiting their potential for groundbreaking ventures.

**Leveraging the Strength as an Entrepreneur:** As an entrepreneur, the Sensing Dealmaker excels in negotiation, making them formidable in securing profitable partnerships and closing deals. To transform their weaknesses into strengths, they should focus on thorough market research and use their practical approach to identify low-risk, high-reward opportunities. By combining their strong negotiation skills with a calculated risk-taking mindset, they can secure advantageous deals that propel their business forward.