

# JUSTIN S. DANIELS

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### **A NEGOTIATION NUGGET FROM JUSTIN'S TOOL BOX: SILENCE CAN LEAD TO GOLDEN CONCESSIONS**

You might think silence has no place during the back and forth that happens during the negotiation of a contract. Silence, however, can be an extraordinary useful tactic in obtaining concessions from the other side. Why?

People find silence awkward and many times whoever breaks the silence does so by conceding the point. This is especially so when negotiating a contentious issue in a contract. The next time you reach an impasse in your negotiations stay silent and you may reap the reward of the golden concession from the other side.

As always, your trusted legal resource for practical advice.

For more information about me, click below.

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