Many people don't tackle negot?at?ons ?n a proact?ve way; ?nstead, they s?mply react to moves the other s?de makes.The best negot?ators look beyond the?r ?mmed?ate counterparts to see ?f other const?tuenc?es have a stake ?n the deal's outcome or value to contr?bute; reth?nk the scope and .t?m?ng of talks; and search for connect?ons across mult?ple deals