



The Fair Deal

*Prepare every negotiation,
keep the final word.*

10 prompts to frame, argue and close
any negotiation, right from a simple
phone.

Free for the SYSTINFO community



GOOD TO KNOW

A sparring partner. Not your voice.

Negotiating a salary, a rent, a supplier price or a client deadline scares many people. In 2026, an AI (ChatGPT, Claude, Gemini, Le Chat) can rehearse with you in private, as many times as you want, without judgement. It prepares you, it does not sit at the table in your place. Three markers.

- **Prepare, don't speak for you**

AI sharpens your case and your comebacks. At the table, it is your voice, your listening and your relationship that decide.

- **Persuade, don't manipulate**

Aim for a deal that lasts. A fair, respectful argument beats a trick that damages trust and costs you the next round.

- **Discretion, not naivety**

Avoid pasting a real contract or salary into a public tool.
Replace names and amounts with brackets before you ask.

The good habit: AI prepares your side, the decision and the human bond stay yours.
systinfo.org · systinfo.ai · blog.systinfo.ai



THE METHOD

Ten prompts, five moves.

Negotiating well comes down to five moves: frame what you want, build your arguments, anticipate objections, rehearse the exchange, then close in writing. These 10 prompts turn AI into your practice partner. You keep the lead at the table.

Every prompt follows the same recipe: Role, Context, Task, Format. Copy the structure, change the brackets.

01 **Frame**

· 2 prompts

02 **Argue**

· 2 prompts

03 **Anticipate**

· 2 prompts

04 **Rehearse**

· 2 prompts

05 **Close**

· 2 prompts



The Clear Goal

PROMPT TO COPY

Role: you are a negotiation coach, calm and methodical.

Context: I am about to negotiate [the topic] with [the other party].

Task: help me set my ideal goal, my acceptable minimum and my fallback if it fails.

Format: three lines, ideal, acceptable, plan B, each in one concrete sentence.

What you get

A clear target before you walk in. Knowing your minimum keeps you from saying yes to something you will regret.



The Other Side

PROMPT TO COPY

Role: you are an analyst who reads interests.

Context: I negotiate [the topic] with [the other party].

Task: guess what they really want, what they fear and what they can give up easily.

Format: a table, three columns, what they want, what they fear, what they can concede.

What you get

The deal seen from the other chair. Understanding their interest opens agreements that a show of force shuts down.



My Strong Points

PROMPT TO COPY

Role: you are a strategist of persuasion.

Context: I am asking for [my request] and I bring [what I offer in return].

Task: give me my three strongest arguments, from strongest to weakest.

Format: one argument per line, a sentence, followed by a proof or a concrete example.

What you get

Your best arguments, ranked and ready. Three well-chosen reasons carry more weight than a long speech.



The Fair Benchmark

PROMPT TO COPY

Role: you are an assistant who finds neutral references.

Context: I am asking for [an amount or a condition] for [the topic].

Task: propose objective benchmarks that justify my request, market rate, comparables, custom, rule.

Format: a short list, each benchmark then how to cite it.

Flag with an asterisk anything you are unsure of.

What you get

A number backed by facts, not by a feeling. A neutral reference turns a demand into a reasonable request.



The Objections

PROMPT TO COPY

Role: you are a friendly devil's advocate.

Context: I am going to ask [my request] of [the other party].

Task: list the objections and refusals they are likely to raise.

Format: five objections maximum, from most likely to least likely, one line each.

What you get

No objection catches you off guard. What you planned the night before will not rattle you on the day.



The Calm Reply

PROMPT TO COPY

Role: you are a coach who keeps a cool head.

Context: here are the expected objections [paste the list].

Task: give me a short, composed reply to each, without giving up the essentials.

Format: the objection, then my reply in two sentences, firm and respectful in tone.

What you get

A ready reply for every hurdle. Answering calmly beats winning the tone and losing the deal.



The Dry Run

PROMPT TO COPY

Role: you play [the other party], firm but honest.

Context: we are negotiating [the topic], you defend [their position].

Task: simulate the exchange, I speak, you reply and you push me to my limits.

Format: you speak one turn at a time then wait for my reply. Stay realistic, neither too harsh nor too soft.

What you get

A full-scale rehearsal, in private. Saying it out loud once beats ten run-throughs in your head.



The Right Opening

PROMPT TO COPY

Role: you are a negotiation expert.

Context: I open the discussion on [the topic] with [the other party].

Task: tell me how to start and where to place my first offer.

Format: one opening line, the number or condition to state first, and why that one.

What you get

A controlled start that sets the frame. The first offer anchors everything that follows in the discussion.



The Written Ask

PROMPT TO COPY

Role: you are a professional writing assistant.

Context: I need to ask [the other party] for [my request] in writing.

Task: write a clear, courteous message that states my request and my main argument.

Format: a short message, a hook, the ask, one reason, an open ending that invites a reply.

What you get

A clean request, ready to review and send. Writing clearly shows you mean it and makes a yes easier.



The Deal on Paper

PROMPT TO COPY

Role: you are a rigorous, neutral assistant.

Context: we have just agreed on [the terms].

Task: write a short recap that locks in what was decided.

Format: clear points, who does what, how much, when, and the next step. Neutral tone, add nothing new.

What you get

An agreement in black and white, no misunderstanding. What is noted while it is warm avoids the dispute once it cools.



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