

Here are some ChatGPT and AI Prompt Samples for Negotiations:

Use as many specifics as you need to get the information you want. Don't use personal or private information. Ask for clarification or additional information after each response until you get the information you require. You can use the same prompt in ChatGPT 3.0 and ChatGPT 4.0 and you will get different responses.

#### Sample Prompts:

1. PROMPT: **“Analyze the problem of being able to successfully negotiate and close the following deal. [Describe deal issues]. Propose effective solutions, considering various perspectives, and potential issues or conflicts.”**

Deal Issue Example: I have been communicating and negotiating with counterparty A for 3 months and even though they appear to be open to continue talking to me, they are not moving forward on agreeing to the contract. They have not been forthcoming in explaining what the delay is and why they won't sign. Any objections to the proposed deal appear to have been covered. At the end of each meeting, I ask if we have answered all their questions and met their requirements, they say yes. When I suggest we go ahead and get the deal signed, they respond, that they need to think it over. What suggestions do you have?

Chatgpt.com responded with “Got it — you're essentially describing a **stalling or "slow-walk" negotiation problem**, where the counterparty seems agreeable but won't commit. Let's break it down into **deal issues, possible root causes, and practical solutions**”.

**The response goes on to list and describe Deal Issues; Potential Solutions & Strategies; Conflict Risks to Manage and a Bottom Line.**

**“Bottom line: The deal isn't stalled because of technical objections – it's stalled because of hidden factors (authority, risk, or timing)> The best path forward is to flush out the real decision drivers, create low-risk next steps, and if necessary, apply respectful urgency or a walk-away signal.”**

You can ask AI or ChatGPT to write out sample scripts.

2. PROMPT: **“What are some effective techniques and strategies I could use to increase the number of deals I am closing in acquiring more [Types of Deals] in the [Industry Type]? Give me specific, quantifiable actions that I can follow. Include a realistic timeline and schedule of activities that I need to take. Add a list of possible issues.”**

ChatGPT responded with about 5 pages of information and suggestions. The plan was a 90-Day Timeline with a target of 30 new qualified prospects per week by month 3.

You can help make the response even sharper by including more details and specifics about your goals.

3. You can use ChatGPT or AI to help you research your Counterparty. PROMPT: **“I am preparing to negotiate with [ABC Company] located in [City, State]. Search past deals they have completed and give me information on the terms and conditions they tend to agree to, timing and length of negotiations typical of the company, people within the company that have decision-making power, and any other information that could be useful in negotiating a mutually beneficial agreement in a timely manner. Let me know if you need more information to be able to deliver the most beneficial useful information and strategies. (Companies are often tracking web usage of their company name. You can start by doing general research: Industry type, Industry location, Industry size, Industry structure, etc. without using the company name, if you do not want them to know you are doing research)**

Another tip is to explain to ChatGPT who you are and what you are trying to accomplish. In the AI or ChatGPT PROMPT: **“Here is some information about me for you to use when answering my questions...”** Examples: **I am \_\_\_ years old, with \_\_\_ years in the Oil and Gas Industry. My primary job is negotiating contracts and agreements in the industry. I have a goal to double the number of deals I complete within the next 90 days. I like connecting with people and \_\_\_\_\_. Is there anything else you need to know about me that would assist in answering questions for me.”** → Then when asking a question, you can start with: **“Based on the information you know about me and my goals, tailor a plan for how I can best deal with this negotiation issue . . . [describe the issue].”** → If you want to ask a question for general purposes, type: **“Answer this question for general purposes and do not tailor the response to what you know about me.”**

ChatGPT and AI are changing, growing, and learning quickly. A response received 30 days ago from ChatGPT, often changes and delivers even more tips and strategies when asked again, especially if you refine or restructure the question.

This is for information purposes only and should not be considered as advice.

The AAPL full Disclaimer included in the Study Guide for the Advanced Structuring a Deal: Negotiation Strategy and Technique Webinar presented on September 4, 2025, also applies to this supplemental information.