MKTG 4470 Negotiation Skills: Study Guide

Essentials of Negotiation by Lewicki, Saunders, & Barry, 6* ed. McGraw-Hill

Chapter 1 - Nature of Negotiation

- 1. What is the difference between bargaining and negotiation?
 - Bargaining: describes the competitive, win-lose situation
 - Negotiation: refers to win-win situations such as those that occur when parties try to find a mutually acceptable solution to a complex conflict
- 2. What is a "win-win" situation?
 - those that occur when parties try to find a mutually acceptable solution to a complex conflict
- 3. What are tangible factors in a negotiation?
 - Management of tangibles (e.g., the price or the terms of agreement)
- 4. What is distributive negotiation?
 - · Distributive: Win-lose: I win, you lose
- 5. What does BATNA mean?
 - Best Alternative to a Negotiated Agreement.
- 6. What two dilemmas face negotiators?
- Dilemma of honesty Concern about how much of the truth to tell the other party
 Dilemma of trust Concern about how much should negotiators believe what the other
 party tells them
- 7. How much should one believe of what the other side says?
 - Depends on the reputation of the other party
 - Affected by the circumstances of the negotiation
 - Related to how he or she treated you in the past
- 8. What determines the satisfaction of a negotiation?
 - "the process through which an agreement is reached and by the actual outcome obtained by the negotiation"
- 9. When does conflict occur in a negotiation?
 - And occurs: "when two parties are working toward the same goal and generally want the same outcome"
 - Conflict management in a negotiation is to control the destructive elements while enjoying the productive aspects
- 10. How does intragroup conflict affect the negotiation process?

Study Guide Essentials Of Negotiation

Xiaolong Qi

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Reviewing **Study Guide Essentials Of Negotiation**: Unlocking the Spellbinding Force of Linguistics

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