

MKTG 4470 Negotiation Skills: Study Guide

Essentials of Negotiation by Lewicki, Saunders, & Barry, 6th 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?

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Table of Contents Study Guide Essentials Of Negotiation

1. Understanding the eBook Study Guide Essentials Of Negotiation
 - The Rise of Digital Reading Study Guide Essentials Of Negotiation
 - Advantages of eBooks Over Traditional Books
2. Identifying Study Guide Essentials Of Negotiation
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Study Guide Essentials Of Negotiation
 - User-Friendly Interface
4. Exploring eBook Recommendations from Study Guide Essentials Of Negotiation
 - Personalized Recommendations
 - Study Guide Essentials Of Negotiation User Reviews and Ratings
 - Study Guide Essentials Of Negotiation and Bestseller Lists
5. Accessing Study Guide Essentials Of Negotiation Free and Paid eBooks
 - Study Guide Essentials Of Negotiation Public Domain eBooks
 - Study Guide Essentials Of Negotiation eBook Subscription Services
 - Study Guide Essentials Of Negotiation Budget-Friendly Options

6. Navigating Study Guide Essentials Of Negotiation eBook Formats
 - ePUB, PDF, MOBI, and More
 - Study Guide Essentials Of Negotiation Compatibility with Devices
 - Study Guide Essentials Of Negotiation Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Study Guide Essentials Of Negotiation
 - Highlighting and Note-Taking Study Guide Essentials Of Negotiation
 - Interactive Elements Study Guide Essentials Of Negotiation
8. Staying Engaged with Study Guide Essentials Of Negotiation
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Study Guide Essentials Of Negotiation
9. Balancing eBooks and Physical Books Study Guide Essentials Of Negotiation
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Study Guide Essentials Of Negotiation
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Study Guide Essentials Of Negotiation
 - Setting Reading Goals Study Guide Essentials Of Negotiation
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Study Guide Essentials Of Negotiation
 - Fact-Checking eBook Content of Study Guide Essentials Of Negotiation
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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