

Syllabus
test #2
AON

Suggested reading:

William Ury

Getting to yes

Getting past no

Terms:

- Problem splitting - facing a difficult problem that we need to solve through a negotiation, it is sometimes useful to split the problem and start solving (i.e. reaching agreements) the parts starting from the easiest to the most difficult
- Objective scale - a third party expert that helps us in appraisal
- Objective method - a method that guarantees that the negotiation is unbiased
- Generating options - generating completely new positions from the original ones
- RAMB - Realistic Agreement of Mutual Benefit

Competitive arousal

We sometimes run into situations when we try to win at all costs. This attitude is dangerous because instead of focusing on our interest we focus on the sole goal of winning the very negotiation we happen to be in at that moment - and this can easily lead to irrational behaviour.

Major causes of competitive arousal

- Rivalry
- Spotlight
- Time pressure

If we see that danger of getting into competitive arousal it is better to withdraw from the negotiation sometimes. Asking for more time if we are under time pressure is not the sign of weakness - on the contrary.