

# Negotiating Rationally

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#### **Negotiating rationally: the power and impact of the ...**

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#### **Negotiating Rationally: The Power and Impact of the ...**

Negotiating rationally: the power and impact of the negotiator's frame Margaret A Neale, Northwestern University Max H Bazerman, Northwestern University Executive Overview In the last ten years, negotiation has moved from the industrial relations arena to the forefront of managerial interest As the nature and structure of managerial

#### **Negotiation: Theory and Practice - MIT OpenCourseWare**

Do you think that most business decisions are made rationally? Is there usually one optimum decision? You are facing a specified conflict or negotiation with someone about whom you know only demographics, style and job description You have only an hour What might you do to prepare?

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Negotiating Rationally: The Dynamics of the Relational-Self in Negotiations Abstract In this article we advance a distinctly relational view of negotiation We delineate the conditions through which relational self-construals (RSC) become accessible in negotiations and the conditions that inhibit

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Negotiation 5 Goals and outcomes When negotiating, it is important to bear in mind that goals and outcomes are not the same thing Goals - the needs, wants and preferences that individuals consider before they negotiate Outcomes - a possible result of negotiation Possible outcomes of negotiation Three outcomes are possible when

#### **TIPO / Negotiation Planning Worksheet/Guide**

and so should negotiating styles This guide should help you plan, observe, and adapt Part I below is a synopsis of CNS Part II is a series of questions /

topics within the actual guide to help you prepare and execute a negotiation Part I: Cooperative Negotiating Strategy Synopsis

### **A Game of Opposites: Negotiation is a Counter-Intuitive ...**

negotiating involves the distribution of outcomes [Bazerman M and MA Neale (1992) Negotiating Rationally at 72] This non-lateral approach means that each party simply ends up with a portion of the asset rather than pursuing the opportunity of creating new value (viz more for me means less for you)

### **A Decision-making Perspective to Negotiation: A Review of ...**

1 1 A Decision-making Perspective to Negotiation: A Review of the Past and a Look into the Future By Chia-Jung Tsay and Max H Bazerman Chia-Jung Tsay is a doctoral student in organizational behavior at Harvard Business School in Boston

### **Practical Guide to Negotiating in the Military**

Practical Guide to Negotiating in the Military (2 nd However, to be useful in negotiations, this “best possible outcome” must be rationally bounded Getting a new car for free may be a fantastic position, but it is not rationally bounded To be a viable position, it should meet some standard for reasonableness, and also be accepted

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rationally why you want it - all without trying to use inappropriate emotional leverage By negotiating rationally with the other person you show respect for your working person, you show respect for your working relationship and ensure that you make a contribution and ensure that you make a fair contribution to the decision making in

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Value-Added Negotiations IE 6520 Spring-Summer 2012 Hal Stack 2485463682 office 2485066536 cell Negotiating Rationally, pp 126-139 Fisher and Ury, Getting to Yes Keiser, “Negotiating with a Customer You Can’t Afford to Lose”

### **Negotiating Rationally Max H Bazerman**

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Process for Effective Business Negotiation Brian J Dietmeyer with Rob Kaplan This publication is designed to provide accurate and authoritative information in regard to the subject matter covered It is sold with the understanding that the publisher is not engaged in rendering legal, accounting, or other professional service

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powers of communication and persuasion, and to experiment with a variety of negotiating tactics and strategies Through analysis of case studies and discussion of articles on negotiation analysis, you will apply the lessons learned to ongoing, real-world negotiations The simulation exercises draw

from a wide

**Max H. Bazerman**

1998: Harvard Business School, Harvard University Thomas Henry Carroll Ford Visiting Professor of Business Administration Visiting Scholar, Program on Negotiation

**CONTENTS**

The CEO of a construction company was negotiating a deal in which his firm would be contracted to build midsize office buildings for a buyer After months of negotiations had finally concluded—but just before the contract was signed—the buyer approached ...

**Heuristics: Heuristics and Biases at the Bargaining Table**

BAZERMAN & MARGARET A NEALE, NEGOTIATING RATIONALLY 1 (1992) ("Negotiating rationally means making the best decisions to maximize your interests") The normative approach, while widely accepted, does have its detractors See, eg, Gerd Gigerenzer & Peter M Todd, Fast and