

Download Essential Negotiations Lewicki

Culture Culture is the most important variable affecting international negotiations and the values and norms that are encompassed by culture can affect negotiations (International negotiating, 2005). What Is Win-Win Negotiation? A win-win negotiation is a careful exploration of both your own position, and that of your opposite number, in order to find a mutually acceptable outcome that gives you both as much of what you want as possible. The Persuasion Tools Model. Andrea Reynolds developed the Persuasion Tools Model (see figure 1 below). She first published it in the 2003 book "Emotional Intelligence and Negotiation," and again in the 2008 book "The Purchasing Models Handbook." Negotiating as a Team HBSWK Pub. Date: Aug 8, 2005. Do you know how to find strength in numbers? The secret, according to this article from Negotiation, is to agree on the substance of the negotiation, then identify, leverage, and smoothly coordinate each team member's unique abilities.