

Mid-Term Test Review

Prof. Cline

Items to Review

- PowerPoint Presentation – Negotiation Basics – on class page
- Ideas on Negotiation Prep
- Specific questions in journal
- Specific Pages or Articles in Book

Negotiation Prep

- Targets
- Bottom line or Reservation Point
- BATNA

- You will be given a hypothetical and asked to choose the Target, Reservation Point and Batna

Chapter One

p. 4 – 7 things to conceptualize

p. 7 – What is at stake (Resources, values, preferences, relationship, and Identity)

p. 33 – Gulliver – A Cross-Cultural Perspective

Chapter 2

- p. 43 – Shell – Negotiation Strategies for Reasonable People
 - Set an optimistic (yet reasonable) and justifiable target
 - Specific not fuzzy
- p. 50 – Schneider – Aspirations
- p. 52 – 54 BATNA – Fisher and Ury
- p. 70 – three basic points on objective criteria
- p. 84 – Stone – Difficult Conversations

Chap. 3

- p. 125 – Dean – Achieving Integrative Agreements
- p. 140 – Moffitt – Disputes as Opportunities to Create Value

Chap. 4

- p. 155 Meltsner – Negotiation
- p. 188 Menkel-Meadow – The Art and Science of Problem Solving Negotiation

Chap. 5

- p. 191 – Binder – Lawyers as Counselors
- P. 207 “Listening Matters”

Chapter 6

- p. 241 – Glick – Reputations in Negotiation
- p. 250 – Lewicki – Trust
- p. 254 – Thompson – The Mind and Heart (and Steps Toward Repairing Broken Trust)

Chapter 7

- p. 280 – Six Basic Interpersonal Skills
(remaining rational in the face of strong feelings)

Chapter 8

- p. 366 – Adler – How to Manage Fear and Anger
- p. 372 – Ury – Getting Past No

Chapter 10

- p. 435 – 436 – Ethical Rules and Legal Obligations