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but rather because by negotiating rationally, we will improve the

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likelihood that we will reach better agreements as well as know which opportunities or deals we are better off avoiding. Since negotiation is a decision-making process that involves other people that do not have the same desires or preferences, the goal of a negotiation is not

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in negotiations. For example, managers tend to be...

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In a negotiation, when a firm 's representative is unwilling to grant even seemingly reasonable



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concessions (see also, Four Strategies for Making Concessions), you might question his rationality—or you might try to find out how much authority he has to negotiate a comprehensive, value-maximizing deal.

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Irrationality in Negotiations: How to Negotiate the ...

Negotiating rationally means knowing how to reach the best agreement, not just any agreement. What we've learned will help you avoid decisions that leave both you and those you negotiate with worse off.

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managers tend to be overconfident, to recklessly escalate previous commitments, and fail to consider the tactics of the other party.

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Although much of the research on

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negotiation has focused on a dyadic (i.e., two-party) level of analysis, we conceptualize the negotiation process as a multiparty decision making activity where the individual cognitions of each party and the interactive dynamics of multiple parties are critical elements.

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### RATIONALLY PDF

If he is heavily constrained, you might try to negotiate with someone who has greater dealmaking authority. In negotiation, a wide variety of possible constraints exist. The other side may be constrained by advice from her lawyers, by the fear of setting a



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dangerous precedent, by promises she has made to other parties, by time pressure, and so on.

Dealing with the ‘ Irrational ’  
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negotiations with yourself or  
negotiations with Others. What is it

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that is being negotiated? Think for example, about money, time, status and prestige, trust, space, family status, future growth possibilities, etc. Is money the most important subject? Name some ways you could find out how effective you are in this real-life negotiation that really

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I would argue, however, that even if you feel the urge to rush through negotiation, you need to stop and plan. After all, this is a high-stakes process, and you need to detach

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yourself emotionally from the outcome if you want to succeed. It is best to approach negotiation as calmly and rationally as possible.

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