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Negotiations is a back and forth communication designed to? - CORRECT ANSWER>>>**reach an agreement when you and the other side have some interests that are shared, opposed, or different**

Getting to Yes advocates for which of the 3 general style(s) of negotiating? - CORRECT ANSWER>>>**Principled negotiation, or hard on the merits, soft on the people**

Principled Negotiations - CORRECT ANSWER>>>**Help decide issues on their merits rather than through the haggling process. Allow you to be fair while protecting you against those who would take advantage of your fairness. Are hard on the merits, but soft on the people involved**

What two skills are critical to reaching mutually beneficial decisions? - CORRECT ANSWER>>>**conflict management, creative thinking**

Benefits of Positional Bargaining include (check all that apply) - CORRECT ANSWER>>>**short preparation time, quick and efficient**

According to the Ackerman model, your first offer should be what percentage of your target price? - CORRECT ANSWER>>>**65%**

Negative assumptions about a negotiation fall into which categor(ies)? - CORRECT ANSWER>>>**premature judgments about your counterpart (e.g., what your opposite may or may not do, based on where your opposite is from, based on his/her role), Premature judgment about how the negotiation will go**

Which of the following is an enabling assumption that converts the limiting assumption that "I should behave like my opposite" in a negotiation? - CORRECT ANSWER>>>**I should do what moves us in the right direction no matter how the other party behaves.**

Distinguish good practices from tactics and tricks. From the following list, identify unconditional good practices - CORRECT ANSWER>>>**ethical behavior, rapport building, providing rational justifications, reasonable information sharing**

New Questions And Answers On Public Employee Negotiations

Liyong Dong



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