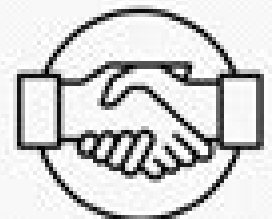


KEY ELEMENTS IN MANAGING NEGOTIATIONS WITHIN RELATIONSHIPS

- Reputation
 - Perceptual and highly subjective in nature
 - An individual can have a number of different, even conflicting, reputations
 - Shaped by past behavior
 - Influenced by an individual's personal characteristics and accomplishments.
 - Develops over time; once developed, is hard to change.
 - Negative reputations are difficult to “repair”



Managing Negotiations

D Keegan



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