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# Negotiating Rationally



**MAX H. BAZERMAN**  
**MARGARET A. NEALE**

# Negotiating Rationally

**Niklas Dahlen**



## **Negotiating Rationally:**

*Negotiating Rationally* Max H. Bazerman, Margaret Ann Neale, 1993 Draws on a study of the irrational behavior of ten thousand executives and student leaders to help managers and negotiators check their personal biases and assumptions in order to reach the best agreements possible

**Negotiating Rationally** Max H. Bazerman, 1994-01-01 In *Negotiating Rationally* Max Bazerman and Margaret Neale explain how to avoid the pitfalls of irrationality and gain the upper hand in negotiations For example managers tend to be overconfident to recklessly escalate previous commitments and fail to consider the tactics of the other party Drawing on their research the authors show how we are prisoners of our own assumptions They identify strategies to avoid these pitfalls in negotiating by concentrating on opponents behavior and developing the ability to recognize individual limitations and biases They explain how to think rationally about the choice of reaching an agreement versus reaching an impasse A must read for business professionals

**Negotiating Rationally** Max H. Bazerman, **The Negotiation Fieldbook, Second Edition** Grande Lum, 2010-10-15 Foreword by Roger Fisher author of the bestselling *Getting to Yes* Diagnostic test to help readers determine their own and their opponent's negotiating style Lum was named Director of the Center for Negotiation and Dispute Resolution at the University of California Hastings College of Law the largest law school negotiation center in the country

**Negotiate Like the Pros: A Top Sports Negotiator's Lessons for Making Deals, Building Relationships, and Getting What You Want** Kenneth L.

Shropshire, 2008-11-16 If you're looking to build your deal making chops there is no better school than the world of professional sports Few authors are as qualified to guide you through that rough and tumble terrain as Ken Shropshire From the Fortune 500 to the NFL from Don King to big city mayors Ken has negotiated major sports deals across the country and around the world He's also one of today's most sought after negotiating coaches with clients ranging from the National Collegiate Athletic Association to IBM In *Negotiate Like the Pros* Ken tells the stories behind some of the most sensational sports deals of all time and extracts powerful lessons from them on the skills you need to master to become a top notch dealmaker You'll learn how to Prepare and Set Agendas Peter Ueberroth's negotiation with Fidel Castro during the Soviet boycott of the 84 Olympics Know Your Negotiating Style and Play to Your Strengths Why NFL coach Bill Walsh stresses sticking with your style Set Goals the 60 million deal Daisuke Dice K Matsuzaka cut with the Boston Red Sox in 2006 Leverage from the astonishing three way negotiation between Muhammed Ali George Foreman and the President of Zaire that Don King used to pull off The Rumble in the Jungle Build Relationships Yao Ming's move from China and David Beckham's 250 million deal with the Los Angeles Galaxy You also get a wealth of insider tips tricks and skill building tools to help you develop a highly effective systematic approach to deal making Whether you're a fanatic who sees the world through sports colored glasses or a casual observer who wants to learn from some of the toughest shrewdest dealmakers in any industry this book will teach you how to Negotiate Like the Pros

**BusinessWeek's Guide to Cross-cultural Negotiating** Margaret

Ann Neale,1995

### **Cultural Impact on Models of Negotiation using the Example of Distributive Negotiations**

Niklas Dahlen,2018-05-16 Bachelor Thesis from the year 2014 in the subject Business economics Miscellaneous grade 1 3  
EBC University Hamburg language English abstract Published in 1982 Howard Raiffa s book The Art and Science of Negotiation constitutes the dawn of a new era with its asymmetrically prescriptive descriptive orientation It consolidated distinctive approaches boosted research and overcame thinking barriers In times of a globalized highly interdependent world with multibillion dollar cross border M A transactions international business negotiations are an essential part of the global economy and shape a company s success This thesis describes the cultural dimensions of Hofstede and Hall and additionally Raiffa s negotiation analysis from the perspective of distributive negotiations A new approach for international business negotiations is introduced which should enable negotiators to deal with differences at an international stage In order to understand if and how culture affects negotiation hypotheses are derived from theoretical grounded work By conducting several interviews with negotiators from different cultural backgrounds tendencies are illustrated and the question whether further empirical research is needed is answered The interviews show that negotiations between individuals from countries with different power distance indexes often lead to non agreements Moreover the interviewees think that negotiators with an individualist mindset are more likely to reach an agreement in distributive negotiations Lastly the interview reveals that negotiators from a country scoring high in masculinity tend to apply rather distributive than integrative negotiation styles Further validation of the hypotheses with case studies and experiments have yet to be conducted

*Negotiating Economic Stabilization Measures* Lilian Adrieth Barriá,2000

### **Negotiation: Readings, Exercises, and Cases** Roy Lewicki,Bruce Barry,David Saunders,2007

Negotiation is a critical skill needed for effective management NEGOTIATION READINGS EXERCISES AND CASES 5 e takes an experiential approach and explores the major concepts and theories of the psychology of bargaining and negotiation and the dynamics of interpersonal and inter group conflict and its resolution It is relevant to a broad spectrum of management students not only human resource management or industrial relations candidates It contains approximately 50 readings 32 exercises 9 cases and 5 questionnaires

*The Good Girl's Guide to Negotiating* Leslie Whitaker,Elizabeth Austin,2002 Everyone needs to know how to negotiate effectively this book focuses on how and why women need to increase their negotiating skills THE GOOD GIRLS GUIDE TO NEGOTIATING emphasises how women can play to their strengths listening astutely interpreting body language empathy and relationship building Areas such as conflict avoidance where women are not strong are analysed in full to help women recognise control and use them to their advantage

Power Asymmetry in Computer Supported Negotiating Dyads Genaro L. A. Matute-Mejía,1998

### Planning in

Negotiation Deborah Annette Horness Cai,1994

Judgment in Managerial Decision Making Max H. Bazerman,1994

This brief text on decision making is appropriate for courses in business management organizational behaviour negotiation and economics It outlines the manner in which students can learn to make better decisions based upon their own creativity and

judgement      **Predicting Willingness to Negotiate** Cindy Therese Christen,2001      *Management* Stephen P. Robbins,1994      Business Dispute Resolution Thomas D. Cavenagh,2000 Cavenagh business law and conflict resolution North Central College Illinois sets out the details of the dispute resolution programs at nine successful companies describes the companies reasons for creating the programs assesses the programs and predicts trends in law and business relating to

**Overcoming Barriers to the Negotiated Resolution of Disputes** Andrew Hughes Ward,1996      **Negotiation, Decision Making and Conflict Management** Max H. Bazerman,2005 This authoritative and comprehensive collection presents outstanding research on negotiation and conflict resolution that views negotiation as a multi party decision making process Negotiation and conflict resolution are conceptualised as a decision making activity where the individual perceptions of each party and the interactive dynamics of multiple parties are critical elements      **The Outcomes of Trade Conflicts and Negotiations Between the United States and South Korea, 1980-2000** Hak-Do Kim,2005      Decision Making Under Uncertainty, Games and Bargaining Richard Schwindt,1995

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