



# Negotiation Tactics in the Twelve Angry Men Film

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## Introduction

*Twelve Angry Men* is a provoking film highlighting the power of negotiation and persuasion. The movie revolves around a jury tasked with determining a young man's destiny who allegedly murdered his father (Orion-Nova, 1957). The twelve jurors, each with unique personalities, values, and attitudes, must navigate their biases and emotions to reach a unanimous decision. Various negotiation tactics are seen in the play through their debates, from questioning and active listening to stereotyping and intimidation.

In this paper, four scenes from the movie will be analyzed, and the negotiation tactics employed by the characters in those scenes will be explored. In the first scene, Juror 8 uses questioning as a persuasion tactic to challenge the other jurors' assumptions and beliefs. In the second scene, Juror 3 uses intimidation to convince the other jurors of his point of view. In the third scene, Juror 10 employs stereotyping to strengthen his argument. Finally, in the fourth scene, Juror 9 listens actively to Juror 4, creating an atmosphere of trust and collaboration. The negotiation tactics used by the jurors in *Twelve Angry Men* demonstrate the power of effective communication in achieving consensus. Still, they also reveal the limitations of aggressive and discriminatory tactics in fostering productive dialogue.

## Scene 1: Juror 8 Convinces Juror 9 to Change His Vote

### Negotiation Tactics Used

# Negotiation Tactics In 12 Angry Men

**C. K. Gunsalus**



## **Negotiation Tactics In 12 Angry Men:**

**The College Administrator's Survival Guide** C. K. Gunsalus, 2011-09-01 In this book a widely respected advisor on academic administration and ethics offers tips insights and tools for handling complaints negotiating disagreements responding to accusations of misconduct and dealing with difficult personalities With humor and generosity C K Gunsalus applies scenarios based on real life cases to guide academic administrators through the dilemmas of management in not entirely manageable environments

**The Social Psychology of Bargaining and Negotiation** Jeffrey Z. Rubin, Bert R. Brown, 2013-10-22 The Social Psychology of Bargaining and Negotiation focuses on the integrative survey of work done in social psychology on the processes of negotiation and bargaining The publication first takes a look at bargaining relationship an overview of social psychological approaches to the study of bargaining and the social components of bargaining structure Discussions focus on the number of parties involved in the bargaining exchange factors affecting bargaining effectiveness structural and social psychological characteristics of bargaining relationships and availability of third parties The text then examines the issue components of bargaining structure and bargainers as individuals including individual differences in personality and background interpersonal orientation issue incentive magnitude and reward structure and intangible issues in bargaining The book ponders on social influence and influence strategies and interdependence Topics include motivational orientation parameters of interdependence in bargaining overall pattern of moves and countermoves and appeals and demands The publication is a valuable source of data for researchers interested in the social psychology of bargaining and negotiation

**Negotiating For Dummies** Michael C. Donaldson, 2007-02-05 People who can't or won't negotiate on their own behalf run the risk of paying too much earning too little and always feeling like they're getting the short end of the stick Negotiating For Dummies offers tips and strategies to help you become a more comfortable and effective negotiator It shows you negotiating can improve many of your everyday transactions everything from buying a car to upping your salary Find out how to Develop a negotiating style Map out the opposition Set goals and limits Listen then ask the right question Interpret body language Say what you mean with crystal clarity Deal with difficult people Push the pause button Close the deal Featuring new information on re negotiating as well as online phone and international negotiations Negotiating For Dummies helps you enter any negotiation with confidence and come out feeling like a winner

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*Certificate in Negotiating - City of London College of Economics - 3 months - 100% online / self-paced* City of London College of Economics, Overview Real world tips to get better deals and more money Content Preparing to negotiate Knowing what you want and

preparing to get it Setting goals Asking the right questions Listening to body language Closing the deal and feeling good about it International negotiating Complex negotiations And much more Duration 3 months Assessment The assessment will take place on the basis of one assignment at the end of the course Tell us when you feel ready to take the exam and we ll send you the assignment questions Study material The study material will be provided in separate files by email download link

**The Video Source Book** David J. WEINER,1990 **Movie Guide for Legal Studies** Kent D. Kauffman,2011 Capturing the suspense and excitement of the film industry The Legal Movie Guide provides an easy way for professors to incorporate key scenes and films of a legal judicial or public policy nature into their course Briefing 40 legal movies entries include a synopsis of each film its key facts actors length and overall rating Going beyond just descriptions it identifies key legal themes within each movie and correlates films to specific legal courses Scenes are broken down into five to fifteen minute pieces and discussion suggestions provide tangible assignments students can complete after viewing each scene Some films covered in thie guide include 12 Angry Men The Accused Anatomy of a Murder And Justice for All Animal Farm Body Heat Changing Lanes A Civil Action Class Action The Client Criminal Law Disclosure Erin Brockovich *Computers in Education* Robert Lewis,E. D. Tagg,1981 The Second Handbook of Organization Development in Schools University of Oregon. Center for Educational Policy and Management,Richard A. Schmuck,1977 **Leadership** Michael Z. Hackman,Craig Edward Johnson,2004 *The Negotiation Sourcebook* Ira Asherman,Sandy Asherman,1990 **Fail-safe Business Negotiating** Philip Sperber,1983 *Daring to Dream* Lynda Falkenstein,Charlotte C. Anderson,1980 Consists chiefly of papers presented at the Symposium on Elementary Law and the Humanities held in Chicago in May 1978 and organized by the ABA Special Committee on Youth Education for Citizenship **Leadership Roles and Management Functions in Nursing** Bessie L. Marquis,Carol Jorgensen Huston,2000 This hands on nursing management text offers preparation for tomorrow s nursing leaders With its strong emphasis on critical thinking and problem solving the book s practical guidance seeks to help today s students become tomorrow s decision makers Case studies bring basic theories of nursing management to life through applications in real world scenarios Tips on collaborative care personnel management and documentation help define roles and responsibilities for nursing There are also tables offering information at a glance

*Anglo-German tension; armaments and negotiation, 1907-12* Great Britain. Foreign Office,1930 *Trial* ,1991

**Resources in Education** ,1992 **Encyclopedia of Development Methods** Andrzej Huczynski,2001 The core of this thoroughly revised book is a directory of more than 700 methods Each entry typically comprises an explanation a bibliography and cross references Other features include a review of different approaches to classifying the methods and two valuable appendices the first is to help practitioners analyse their methods the second providing details of relevant books journals and other information sources The New Negotiating Edge Gavin Kennedy,1998-03-19 Gavin Kennedy aims to go beyond tough guy tactics to reveal how people actually negotiate This text is not about what people ought to do rationally or

otherwise it is about how people really behave and what you can do about it His thesis is that the two usual modes of negotiating behaviour should be blended The red style is the use of manipulative tactics and aggressive ploys whilst the blue style is the antidote to this suggesting the use of principled negotiation and rational problem solving prescriptions Kennedy presents his purple style which says give me some of what I want red style and I will give you some of what you want Blue style Red is taking behaviour blue is giving behaviour and purple is trading behaviour Purple behaviour deals with people as they are and not how you assume them to be It is biased towards how negotiators behave and prefers the evidence of their behaviour to affirmations of their good intentions but it is not a rationale for cynicism The author sets out a simplified 4 phase process of this theory prepare debate propose and bargain Peacemaking in Your Neighborhood Jennifer E. Beer, 1986

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