

## CHAPTER 4

# Integrative Negotiation

## A Strategy for Creating Value

Imagine that two stores are trying for the last orange in their refrigerator. How should they decide who gets it? Most people would cut it in half because neither one could convince the other to give up the whole thing. But what if each store approached the situation by asking the other why she wanted it? If one wanted the peel for baking and the other wanted the fruit for the juice, they both could win (Hobbs, 1994). This scenario illustrates the classic distinction between distributive and integrative negotiation, the two dominant negotiation strategies. In contrast with distributive negotiation's competitive approach, integrative negotiation is collaborative. "Expanding the pie" allows both parties to create value and satisfy their needs. The following pages discuss the essence of integrative negotiation, when it is appropriate to negotiate this way, and the tactics that are used to implement it.



### INTENDED BENEFITS OF THIS CHAPTER

When you finish reading this chapter, you should be able to:

1. Determine when it is appropriate to negotiate integratively.
2. Recognize and apply the tactics that are used to implement this strategy.
3. Negotiate effectively using this strategy.

### THE ESSENCE OF INTEGRATIVE NEGOTIATION

Integrative negotiation requires a different mindset than distributive bargaining because it is used when

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**Michael Hoelscher**



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## **Table of Contents Integrative Negotiation Sage Pub**

1. Understanding the eBook Integrative Negotiation Sage Pub
  - The Rise of Digital Reading Integrative Negotiation Sage Pub
  - Advantages of eBooks Over Traditional Books
2. Identifying Integrative Negotiation Sage Pub
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Integrative Negotiation Sage Pub
  - User-Friendly Interface
4. Exploring eBook Recommendations from Integrative Negotiation Sage Pub
  - Personalized Recommendations
  - Integrative Negotiation Sage Pub User Reviews and Ratings
  - Integrative Negotiation Sage Pub and Bestseller Lists
5. Accessing Integrative Negotiation Sage Pub Free and Paid eBooks
  - Integrative Negotiation Sage Pub Public Domain eBooks
  - Integrative Negotiation Sage Pub eBook Subscription Services
  - Integrative Negotiation Sage Pub Budget-Friendly Options

6. Navigating Integrative Negotiation Sage Pub eBook Formats
  - ePub, PDF, MOBI, and More
  - Integrative Negotiation Sage Pub Compatibility with Devices
  - Integrative Negotiation Sage Pub Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Integrative Negotiation Sage Pub
  - Highlighting and Note-Taking Integrative Negotiation Sage Pub
  - Interactive Elements Integrative Negotiation Sage Pub
8. Staying Engaged with Integrative Negotiation Sage Pub
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Integrative Negotiation Sage Pub
9. Balancing eBooks and Physical Books Integrative Negotiation Sage Pub
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Integrative Negotiation Sage Pub
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Integrative Negotiation Sage Pub
  - Setting Reading Goals Integrative Negotiation Sage Pub
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Integrative Negotiation Sage Pub
  - Fact-Checking eBook Content of Integrative Negotiation Sage Pub
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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