

7 Elements of a Negotiation

1

Interest

Desire of a certain outcome by two parties

2

Legitimacy

Belief and trust that deal will be fair

3

Relationships

Existing and or will exist bond between the parties

4

Options

Terms or choices that can help satisfy interest

5

Commitment

The term and or promise made to the party

6

BATNA

Best Alternatives to a Negotiated Agreement aka alternatives outside of the deal

7

Communication

How you negotiate between parties

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Sabine Zange



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Parliament. House of Commons,1998 **California Services Register** ,1990 *Los Angeles Saturday Night* ,1930
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