
What is Negotiation?

Definition negotiate –

to confer with another with a view to compromise or agreement; to arrange or bring about a desired object; to clear, get over, dispose of an obstacle or difficulty

Oxford English Dictionary

Negotiation is the mutual act of coordinating areas of interest.

Negotiation is

Finding a way for all parties to gain something they value from the resolution of a position of conflict.

You *negotiate* when you want to resolve something and both parties have something to gain from the interaction and exchange. You *influence* when you have more to gain than the other party

Finding a way that enables both parties to work together in the future

Dictating, that is telling someone to do something, only works for a short time or when there is an extreme emergency. If you want a long term relationship you need to negotiate.

Generally used in circumstances where each party has a similar power level

If you have the power then you don't negotiate, you dictate !

What is Influencing?

Where one party has power over another party

A child can influence its parents to buy it an ice cream but it has little power to negotiate. When a child throws a tantrum it is 'negotiating' with its emotions !

Where one party may have nothing to gain from the agreed action

Buying an ice-cream for a child has little impact on the parent, the person who gains the most pleasure is the child. In fact the parent 'loses' the money of the ice-cream. If one party loses and the other gains it is not negotiating that you are practising, but influencing.

Sometime where only one party makes the final decision

However much they scream, a child does not make the final decision, the parent does. In negotiating both parties make a decision, and stick to it.

Negotiation Skills Workbook

Ira Asherman, Sandy Asherman



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