

1

1 / 1 point

What is a key benefit of negotiating, beyond just getting more money?

- ☐ Conceding quickly to maintain harmony
- ☒ Advocating for your own value and building better relationships
- ☐ Demonstrating a reluctance to compromise
- ☐ Avoiding difficult conversations

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Before approaching any negotiation, what is most crucial to identify about yourself?

- ☒ Your unique value proposition and what you want
- ☐ Your willingness to accept any offer
- ☐ Your weaknesses and limitations
- ☐ Your previous negotiation failures

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Negotiation is best described as what kind of task?

- ☐ A process of making demands and sticking to them.
- ☒ A joint problem-solving task to enhance value for both parties.
- ☐ A debate to convince the other party they are wrong.
- ☐ A competitive friendly conversation to win as much value for yourself.

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What is a "target point" in negotiation?

- ☐ The other party's lowest acceptable outcome.
- ☐ The starting point of the negotiation.
- ☐ The lowest acceptable outcome.
- ☒ An outcome for the negotiation that you would be extremely happy with.

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What is a "reservation price" in negotiation?

☒ Your bottom line, where you should be indifferent to reaching an agreement or not.

- ☐ The initial offer you make.
- ☐ The price at which the other party starts the negotiation.
- ☐ The price at which you reserve the right to escalate the negotiation.

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When should you explicitly reveal your bottom line to the other party?

☒ Never, as the other party is likely to think you are bluffing.

- ☐ Only if they ask directly.
- ☐ Always, to be transparent.
- ☐ When you feel you have strong leverage.

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What is a key reason for networking with others in your field when preparing for negotiation?

- ☐ To limit your options to a single offer.
- ☐ To tell them about your strong BATNA.
- ☐ To find out what the job postings say.
- ☒ To better understand the employer's needs and constraints.

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What type of compensation could be of high value to you but low cost to the company, making it a good candidate for adding an issue in the job negotiation??

- ☐ Base salary
- ☐ Large sign-on bonuses.
- ☐ Stock options
- ☒ Contingencies like rapid reviews or professional development opportunities.

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1 / 1 point

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- ☐ Base salary

10

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How should you approach the concept of "work-life balance" in a scoring system for negotiation?

- ☐ It's not a suitable item for a scoring system.
- ☐ As a general "high, medium, low" option.
- ☐ By assuming the company will offer it.
- ☒ By defining specific, negotiable elements like number of work-from-home days or amount of travel.