Manage and assess different, competing interests within and outside the organisation with excellent negotiation skills.

Advanced Research LO3

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# Introduction

Throughout my work, I've effectively managed and assess different, competing interests within and outside the organisation with excellent negotiation skills to create successful project.

# Internal

I effectively managed and evaluated various, sometimes competing, interests both within our team and with external factors. During sprint review sessions, we discussed shifting our approach from building content-based filtering to leveraging a large language model (LLM). We justified these changes with lack of time, human resources and lack of experience in creating training models. I appreciated Charles's offer to introduce a new team member to support the content-based filtering effort. However, I assessed that this additional help would not fully address our limited time and experience in this area. As a result, in collaboration with the team, we decided to use a large language model (LLM). We decided that this alternative is more realistic and safer approach to delivering a functional project.

# External

I asked my friend - data scientist for advice on how I can use LLaMa in my project. (linkedin ss) When planning to use LLM in our project, I thought that we could solely rely on an LLM, directly feed information into LLaMA as vectors. Wojciech explained to me that it works best when you first get the right information and then use it to generate from an expert was crucial, it made it easier for me to understand.(chat ss)

I also texted to mentor but her profession is Digital Sales and she was not able to help in the subject of using LLM.

# Negotiation Skills

To guide the team towards a successful outcome, I used several key negotiation skills such as active listening, risk assessment, and collaborative decision-making. In our initial planning meeting, we explored the vision of using content-based filtering with Term Frequency–Inverse Document Frequency (TF-IDF). However, as we realized the limit of time, we researched alternative solutions to achieve MVP. (NeuralNine, 2024) To strengthen our decision-making, I reached out to an external expert to better understand how to effectively apply a large language model. Our team agreed on switching to an LLM-based approach by explaining that it was the most practical and low-risk way to build a working MVP.

# Conclusion

In summary this project showed my ability to balance different opinions and use negotiation skills to help the team make smart decisions. Being able to change our plan based on what we realistically had in terms of time and skills. At the same time, I realized I need to work more on speaking up in group discussions to better share my point of view.

# References

NeuralNine (2024). *Movie Recommender System in Python with LLMs*. [online] YouTube. Available at: https://www.youtube.com/watch?v=epidA1fBFtI [Accessed 30 Apr. 2025].

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