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. (Kloda, 2025a)

# External

I asked my friend, who is a data scientist for advice on how I can use LLaMa in my project. (Kloda, 2025b) I thought we could rely solely on a large language model (LLM) by directly feeding information into LLaMA as vectors. However, Wojciech explained that LLMs work best when you first retrieve the relevant information and then use the model to generate output based on that. It helped me to understand the concept more clearly. (chat ss) I also reached out to my mentor for advice, but her profession is digital sales, she was not able to assist with the technical aspects of using an LLM.(Kloda, 2025c)

# 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 minimum viable product (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.

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