Negotiation Mastery Response Report

Negotiation Mastery

1. Introduction to Negotiation Analysis

1.1 Simulation: Bridport

1.1.2 Bridport Preparation

Workbook Reflection: Bridport Strategy

Question

Outline your strategy for this upcoming negotiation. Note specifically the principles that will influence what you do and say as you try to reach agreement. Note, as well, what you will try to avoid doing.

Your Response

The first offer would predict the seller idea over the price.
The best price should be the middle of the walkway price and first offer price.

Submitted October 01, 2021 at 03:56 AM ET

1.1.3 Bridport Negotiation

Workbook Reflection: Initial Satisfaction

Question

How satisfied are you with your negotiation?

Your Response

During the negotiation, I am satisfied with the cooperation of the partner because he is willing to accept the win win price. The price is good because our company is win and the Brims is also win.

Submitted October 03, 2021 at 12:36 AM ET

1.4 Offer Analysis

1.4.3 Bridport Final Reflection

Workbook Reflection: Satisfaction Revisited

Question

Now that you understand each party's interests in the case you just negotiated, how satisfied do you feel with the outcome? Has your satisfaction level changed from your impressions right after the simulation? What did you correctly anticipate; and what should you have foreseen?

Your Response

I am so stratified with the outcome of the the negotiation with my counterpart because I could deal with the price will benefit to Easterly and The Brims. My satisfaction level haven't changed after the the simulation. My anticipation is not always accuracy, but after I do the calculation of ZAPA, the accuracy is more likely to increase. In each negotiation I totally agree that preparation is key. We might have not able to foreseen everything; however, the preparation by doing some calculation base on the information they have prepared may help us some part of the negotiation.

Submitted October 11, 2021 at 01:22 AM ET

2. Advanced Negotiation Analysis

2.1 Simulation: Rijas-Vericampos

2.1.3 R-V Preparation

2.1.3_StrategyRV_Reflection_W1_V1

Question

Workbook Reflection: R-V Strategy

Check your Workbook to see what worked well for you in the Bridport negotiation, and what else you said that you might do differently in the future. Building on what you've learned in Bridport, what do you anticipate will be different in negotiating a multi-issue case?

Outline your strategy for this upcoming negotiation. Note specifically the principles that will influence what you do and say as you try to reach agreement. Note, as well, what you will try to avoid doing.

Your Response

- I would study about ZOPA
- I would put the first offer to anchor the price
- I have to consider BATNA also in case the deal can't reach agreement; however, I would expect to reach an agreement.

Submitted October 14, 2021 at 04:18 AM ET

2.1.4 R-V Negotiation

Workbook Reflection: Initial Satisfaction

Question

How satisfied are you with your negotiation?

Your Response

I am so satisfied with the result as we have a win-win solution with my counterpart. we have a deal and have further businesses to do together within the near future.

Submitted October 18, 2021 at 06:14 AM ET

2.2 Multi-Issue Analysis

2.2.6 R-V Final Reflection

Workbook Reflection: Satisfaction Revisited

Question

Now that you understand each parties' interests in the case you just negotiated, how satisfied do you feel with the outcome? Has your satisfaction level changed from your impressions right after the simulation? What did you correctly anticipate; and what should you have foreseen?

Your Response

I am satisfied with the outcome because my expectation was not about win-lose. After the simulation, I have learnt about the lesson, which is very useful for the simulation. After I have anticipated with the simulation, I have foreseen some bargaining things such delivery time, payment, quality and maintaining, which are the most important fo consider.

Submitted October 20, 2021 at 10:03 PM ET