



Negotiation Mastery



Course Introduction

Introduction

Setting Goals

Self-Assessment Quiz

Question 1

Recognizing and capitalizing on opportunities to create value

Your Response

3

Question 2

Understanding the motivations and feelings of other parties

Your Response

4

Question 3

Getting the maximum possible in the agreement

Your Response

3

Question 4

Asserting your interests and point of view



Your Response

6

Barry Schwartz Quiz

You received 53 on a scale of 13 to 91.



1. Introduction to Negotiation Analysis

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1.4 Offer Analysis

1.4.3 Bridport Final Reflection

Bridport: Creating Value

Question

Answer

About the same as usual

None

Bridport: Claiming Value

Question

Answer

About the same as usual

None

Bridport: Assertion

Question

Answer

Somewhat better than usual



1. Introduction to Negotiation Analysis

None

Bridport: Empathizing

Question

Answer

Somewhat better than usual

None

Partner Feedback: Bridport Performance

Your Response

Submitted



2. Advanced Negotiation Analysis

2.2 Multi-Issue Analysis

2.2.6 R-V Final Reflection

R-V: Creating Value

Question

Answer

Somewhat better than usual

None

R-V: Claiming Value

Question

Answer

Somewhat better than usual

None

R-V: Assertion

Question

Answer

Much better than usual

None



2. Advanced Negotiation Analysis

R-V: Empathizing

Question

Answer

Somewhat better than usual

None

Partner Feedback: R-V Performance

Your Response

Submitted



3. Managing the Negotiation Process

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3.2 Debriefing Discount-Hawkins

3.2.2 D-H Final Reflection

D-H: Creating Value

Question

Answer

Somewhat better than usual

None

D-H: Claiming Value

Question

Answer

Somewhat better than usual

None

D-H: Assertion

Question

Answer

Somewhat better than usual

None



3. Managing the Negotiation Process

D-H: Empathizing

Question

Answer

Much better than usual

None

Partner Feedback: D-H Performance

Your Response

Submitted