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 07:56 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 04:36 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 05:22 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 08:18 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 10:14 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 21, 2021 at 02:03 AM ET

3. Managing the Negotiation Process

3.1 Simulation: Discount-Hawkins

3.1.2 D-H Preparation

3.1.2_StrategyDH_Reflection_W1_V1

Question

Workbook Reflection: D-H Strategy

Check your Workbook to see what worked well for you in past negotiations, and what you said that you might do differently in the future. Building on what you've learned, what do you anticipate will be different in negotiating face-to-face?

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. Address whether the long-term nature of the impending/prospective relationship impacts your strategy.

Your Response

Building what what I have learnt from the previous modules, I would do better about understanding the counterpart need and clear planning on my own expectation about the result before face-to-face meeting with my counterpart. some strategy for this upcoming negotiation:
-First, I would try to understand my counterpart expectation.
-Second, I would share some important information to my counterpart.
-Third, I would looking for an opportunities to reach an agreement which is benefits for both parties
-Finally, when necessary we will have to consider one-step-back strategy to ensure the conversation go positive way.
-I will just propose or listen listen to counterpart expectation, but not setting an absolute limitation.

Submitted November 02, 2021 at 06:14 AM ET

3.1.3 D-H Negotiation

Workbook Reflection: Initial Satisfaction

Question

How satisfied are you with your negotiation?

Your Response

I am happy to create value with my counterpart. We have changed the deadlock to value by working together. We share the the same win-win concept to work with the deal with difficulty situation, and we finally have got solutions.

Submitted November 06, 2021 at 02:12 AM ET

3.2 Debriefing Discount-Hawkins

3.2.2 D-H Final Reflection

Workbook Reflection: Satisfaction Revisited

Question

Having seen the value-creating opportunities in this simulation how satisfied are you with your performance? Compare your satisfaction level now with your impressions immediately after the simulation. If you feel differently now, explain why.

Your Response

I am very happy to turn deadlock to benefit by making value with my counterpart. It is such as wonderful solution that both my counterpart and I can get value. For the beginning I feel it is hard to negotiate as my counterpart gain most of the bargaining power; however, after planning. I have some contingency clauses that can be benefit to both of us. Finally, I have proposed to my counterpart and he agreed over the clauses. We all make value together such a wonderful simulation.

Submitted November 08, 2021 at 04:23 AM ET

4. Negotiation Mastery

4.1 Simulation: Singa

4.1.2 Singa Preparation

4.1.2_Strategy_Reflection_W1_V1

Question

Workbook Reflection: Singa Strategy

Check your Workbook to see what worked well for you in past negotiations, and what you said that you might do differently in the future. Building on what you've learned, what do you anticipate will be different in negotiating an employment contract?

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. Address whether the personal nature of the negotiation impacts your strategy.

Your Response

After reviewing the past negotiation, I have a chance to learn about ZOPA, BATNAT, creating value, analysing, planing, managing the negotiation, and building what I have learnt, I would be different in negotiation by combining all the issues together for the negotiation mastery. I would prepare to work on negotiating some important issues such as Salary, Location, Equity, and Flexibility over the SINGA negotiation by the following strategies:
-understand counterpart knowledge, skills, and expectation.
-negotiating with him or her about the issues
-make decision to leverage about the offer, concession, bargaining, or possibly creating value by creating some contingency clauses.

Submitted November 16, 2021 at 08:22 AM ET

4.1.3 Singa Negotiation

4.2 Negotiation Mastery

4.2.3 Singa Final Reflection