

## Confidently Promoting

1. It is best to get to the important issues quickly.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

2. Focusing on the facts gets the best result in most negotiations.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

3. One often has to "sell" an idea or proposition.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

4. Getting heated or angry rarely achieves any useful purpose.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

5. It is easy to miss or not hear useful suggestions in a negotiation

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

6. It is always important to stay objective.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

7. One person's "ceiling" is another person's "floor".

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

8. Movement on both sides is the essence of good negotiating.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

## Carefully Suggesting

9. I like to feel as much empathy as I can for the other party.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

10. I often feel that I cannot get my point across properly.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

11. The relationship side of negotiations is more interesting than anything else.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

12. I usually have to compromise my position a little in order to reach a deal.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

13. I enjoy the give-and-take of friendly haggling.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

14. It is useful in negotiations to start with what is already agreed upon, rather than what is up for debate.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

15. People will be convinced if an idea or suggestion has inherent quality and appeal.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

16. When I make suggestions, I am not always understood.

☐

True

☐

Partly true

☐

Neither true nor false

☐

Partly false

☐

False

## Quietly Manipulating

17. It is important to admit to the weaknesses in your own argument, on your terms, before the other side learns about them.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

18. It is important never to reveal your emotions when you are negotiating.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

19. It is okay to bend the truth occasionally in order to gain an advantage.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

20. Showing any sign of weakness when negotiating will be exploited.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

21. Silence is a very useful weapon in negotiations.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

22. Watching the body language of the other party can give you an advantage in negotiations.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

23. It is good strategy to surprise the other side with "new" information; it puts them off-guard.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

24. Negotiations are basically mind-games.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

## Push Bullying

25. Sometimes I need to raise my voice to get my point across.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

26. Negotiations are fundamentally about winning.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

27. When the other party won't negotiate according to the rules, it is best to just walk away.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

28. People often waffle about nothing in particular when negotiating.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

29. I enjoy being thought of as a hard and assertive negotiator.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

30. I always like to be the one to summarize a final position before the negotiation concludes.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

31. There is little subtlety to a good negotiation; the other party either wants to reach a deal or doesn't.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False

32. People are often too frightened to say "yes" to a deal because they might be wrong.

☐ True ☐ Partly true ☐ Neither true nor false ☐ Partly false ☐ False