

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.

<input type="radio"/>	True	<input type="radio"/>	Partly true	<input type="radio"/>	Neither true nor false	<input type="radio"/>	Partly false	<input type="radio"/>	False
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10. I often feel that I cannot get my point across properly.

<input type="radio"/>	True	<input type="radio"/>	Partly true	<input type="radio"/>	Neither true nor false	<input type="radio"/>	Partly false	<input type="radio"/>	False
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11. The relationship side of negotiations is more interesting than anything else.

<input type="radio"/>	True	<input type="radio"/>	Partly true	<input type="radio"/>	Neither true nor false	<input type="radio"/>	Partly false	<input type="radio"/>	False
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12. I usually have to compromise my position a little in order to reach a deal.

<input type="radio"/>	True	<input type="radio"/>	Partly true	<input type="radio"/>	Neither true nor false	<input type="radio"/>	Partly false	<input type="radio"/>	False
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13. I enjoy the give-and-take of friendly haggling.

<input type="radio"/>	True	<input type="radio"/>	Partly true	<input type="radio"/>	Neither true nor false	<input type="radio"/>	Partly false	<input type="radio"/>	False
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14. It is useful in negotiations to start with what is already agreed upon, rather than what is up for debate.

<input type="radio"/>	True	<input type="radio"/>	Partly true	<input type="radio"/>	Neither true nor false	<input type="radio"/>	Partly false	<input type="radio"/>	False
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15. People will be convinced if an idea or suggestion has inherent quality and appeal.

<input type="radio"/>	True	<input type="radio"/>	Partly true	<input type="radio"/>	Neither true nor false	<input type="radio"/>	Partly false	<input type="radio"/>	False
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16. When I make suggestions, I am not always understood.

<input type="radio"/>	True	<input type="radio"/>	Partly true	<input type="radio"/>	Neither true nor false	<input type="radio"/>	Partly false	<input type="radio"/>	False
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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