Negotiation for Win-win

Most of time, the negotiation is a good way even the best way to solve the problems which appear between us because it can avoid a lot of bad things like quarrels or fights.

Firstly, we have to know that negotiation is the process by two parties who want to make a deal are able to reach agreement on the precise terms and conditions of the deal. In other words, a win-win negotiation is expected. And if we do not use negotiation to reach goals, we will probably use some other ways which are violent or rude. For example, if a country disagrees with another country’s policy or answer on some foreign affairs, it may close the embassy in this country. Obviously we do not want to see that situation so it is a good way to set a negotiation to win together. And even there is a kind of negotiations is distributive one, but it is better than a war. Secondly, compared with other ways to announce our requirements, a negotiation is more effective. A mail or an informal talk may be available but a negotiation can be prepared as different styles for different people and two sides’ ideas can be exchanged well in a frame of negotiation. Also, when in a negotiation, the superiority and resources of each one can be fully used, which is benefit to everyone. Thirdly when we cannot use a negotiation to get a win-win solution or others do not want to have negotiation with us, we may need to think about other way to protect ourselves. After all, not everyone is friendly enough to have negotiation with us.

All in all, in most time, the negotiation is a good way even the best way to solve the problems but we need to prepare other ways.