A Significant but Pleased Negotiation

The most impressive negotiation experience for me is the negotiation with my parents about which major and which school should I chose after the college entrance examination.

Firstly, it was an obvious win-win negotiation because we were going to find a solution that makes us all acceptable. So we focused on which major should I chose because this is the most important factor to decide what work I will do when I were graduated from the college. Secondly, our negotiation style, negotiation attitude was informal and no hiding emotion which everyone pointed that the advantages and disadvantages of those majors to help us to find the most benefit one. Thirdly, the mode of communication was horizontal which means that it needs that we all agreed with the choice. But in fact, it depended on my final choice because it is my college life and it is my responsibility to choice my way.

Of course, as the result we reach an agreement that the major is more important than the school and we listed the possible ones. And in this negotiation we all gained what we want so it is a significant but pleased negotiation.