1.Explain the difference between tactics of crossway and tactics of potentiation.

The tactics of crossway.

The partner brings several issues for negotiations, often unequal in importance. An obligatory condition in this case is the discussion and conclusion of transactions on all issues simultaneously.

The method of potentiation is as follows:

The interlocutor, in accordance with his interests, shifts the emphasis, highlighting the fact that suits him. The methods of influencing a partner are tactical methods with the aim of influencing a partner. It is often advantageous to apply several methods of influencing a partner at the same negotiations.

2. What are 10 criteria of business negotiations?

1. Willingness to negotiate
2. Power and authority to negotiate
3. Preparation
4. Use all prepared information
5. Evaluating proposed options
6. Evaluation process
7. Re-evaluate options

3. Name the arguments which are used in business negotiations.

1. The tactics of delaying
2. The tactics of surprise
3. The tactics of fait accompli
4. The tactics of false rejection
5. The tactics of limitations
6. The tactics of pretense
7. The tactics of "bad and good guy."
8. The tactics of crossway
9. The tactics of delaying negotiations
10. The tactics of "salami"
11. The mediator's tactics

4.Suggest the situation when the use of tactics fait accompli is adequate.

When main topic of negotiations is something technical, for example,

Builder and a customer discuss material, technologies and so on, and in that case a builder may say, when you bought some materials – you will receive something or when they plan something and they 100% know that something wil lexist for 100%, than they may say we did that after we did that, however, they are just planning

5. Name 5 negotiation skills, which are important for success.

1. Communication
2. Active listening
3. Emotional intelligence
4. Adaptability
5. Planning