Name the typologies of negotiations

1. Principled negotiation

Principled negotiation is a type of bargaining that uses the parties' principles and interests to reach an agreement. This type of negotiation often focuses on conflict resolution. This type of bargaining uses an integrative negotiation approach to serve the interests of both parties.

2. Team negotiation

In a team negotiation, multiple people bargain toward an agreement on each side of the negotiation. Team negotiations are common with large business deals. There are several personality roles on a negotiation team. In some cases, one person may perform more than one role. Here are some common roles on negotiation teams:

Leader: Members of each team in a negotiation usually appoint a leader to make the final decisions during negotiations.

Observer: The observer pays attention to the other party's team during a negotiation, discussing their observations with the leader.

Relater: A relater on a negotiation team works on building relationships with the other team members during bargaining.

Recorder: A recorder on a negotiating team can take notes on the discussions of a negotiation meeting.

Critic: While this may sound like a negative role, having a critic on the team during negotiations can help you understand an agreement's concessions and other negative results.

Builder: A builder on a negotiation team creates the deal or package for a bargaining team. They can perform financial functions during negotiations, calculating the cost of an agreement.

3. Multiparty negotiation

A multiparty negotiation is a type of bargaining where more than two parties negotiate toward an agreement. An example of a multiparty negotiation is bargaining between multiple department leaders in a large company. Here are a few of the challenges of multiparty negotiations:

Fluctuating BATNAs: BATNA stands for best alternative to a negotiated agreement. With multiple parties in a negotiation, each party's BATNA is more likely to change, making it harder for parties to agree. Each party can evaluate its BATNA at each negotiation stage to understand the results of a proposed agreement.

Coalition formation: Another challenge of multiparty negotiations is the possibility for different parties to form coalitions or alliances. These alliances can add to the complexity of bargaining. Coalitions can agree to a specific set of terms to help all parties reach an agreement.

Process-management issues: Managing the negotiation process between multiple parties can lead to a lack of governance and miscommunications. People in multiparty negotiations can avoid these issues by choosing a leader willing to collaborate with others toward an agreement.

4. Adversarial negotiation

An adversarial negotiation is a distributive approach in which the most aggressive party in a negotiation achieves an agreement that serves their interests. Here are a few examples of adversarial negotiation tactics:

Hard bargaining: Hard bargaining is a strategy in which one party refuses to compromise in an agreement.

Future promise: A person using this tactic can promise the other party a future benefit in exchange for current concessions. You can counteract this tactic by asking for the future promise in writing.

Loss of interest: Another adversarial negotiation tactic is loss of interest, in which one party pretends they've lost interest in pursuing an agreement.