

**After completing this module, you will be able to:**

- (1) Decide if a negotiation is position-based or interest-based
- (2) Decide if a negotiation is dispute-resolution or deal-making
- (3) Complete a negotiation analysis, including: setting a reservation price and stretch goal, identifying alternatives to a deal, and finding the zone of potential agreement
- (4) Use a decision tree to determine your BATNA
- (5) Conduct cross-cultural negotiations
- (6) Resolve ethical issues in negotiations
- (7) Decide if you should use an agent in a negotiation

1. 4
2. 2
3. 2
4. 3
5. 3
6. 1
7. 2
8. 2
9. 3
10. 5