

Introduction

In this negotiation, you are required to negotiate an employment contract. There are eight issues under consideration: bonus, job assignment, vacation time, starting date, moving expenses, insurance coverage, salary, and location.

For each issue, there are several different options, and each option is worth a certain number of points for the recruiter and a certain number of points for the candidate. The aim is for each negotiator to maximize the number of “points” in the deal.

The possible score range for the agreement and each negotiator is -8,400 to +13,200. The goal of this negotiation is to achieve the highest possible score for the role you have selected, bearing in mind that the motivators for each role are different, so some negotiation will be necessary for each of the issues covered.

Select Role

Click “select your role” to choose whether you will be negotiating as the candidate or recruiter in this simulation. Feel free to select the role that matches your current motivations, personal context, or interests. Note that you are able to take part in this simulation again if you wish to negotiate from the other position as well.