

← Show What You Know

Practice Quiz, 10 questions

9/10 points (90%)

✓ **Congratulations! You passed!**

Next Item



1 / 1
points

1.

In some situations, you should disclose your BATNA to the other side during a negotiation.



True



Correct



False



1 / 1
points

2.

Because of anchoring, you should never make the first offer in a negotiation.



True



False



Correct



1 / 1
points

3.

Because of anchoring, you should always make the first offer in a negotiation.



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Practice Quiz, 10 questions



False



Correct



1 / 1
points

4.

Overconfidence is a problem when making decisions, as opposed to implementing decisions.



True



Correct



False



1 / 1
points

5.

People tend to be risk averse when faced with positive choices.



True



Correct



False



1 / 1
points

6.



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Practice Quiz, 10 questions



False

**Correct**1 / 1
points

7.

Great negotiators tend to focus on their own perspectives during a negotiation as a way to dominate the other side.



True



False

**Correct**1 / 1
points

8.

The mythical fixed pie assumption is based on a belief that your interests during a negotiation directly conflict with the interests of the other side.



True

**Correct**

False



1 / 1

points



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Practice Quiz 10 questions

Practice Quiz: 10 questions

Effect of currency devaluation that affects the price that you will offer during a negotiation.

True

False

Correct



0 / 1
points

10.

One useful power strategy during a negotiation is to try to weaken the BATNA of the other side.

True

False

This should not be selected

