Two examples of distributive bargaining:

* **Example 1**: If you go to the supermarket and buy some products, you won't be able to bargain because they have a fixed price. Either you can buy the product or leave it.
* **Example 2:** You and the salesman start haggling over the price. He wants you to pay as close to the asking price as possible. You, however, feel that there are certain aspects to the car which could spell trouble. You want to reduce the price by the amount of repairs that you think may be ahead of you.

Two examples of integrative negotiation:

* **Example 1:** There are two kids and a video game. Each kid might find out the reasons of the other for playing the gain and discover that one wanted to test it while the other one wanted to complete it. In this way, the one who wanted to test it might take only 5% of the total time and move on to testing other games while the one who wanted to complete it might get enough time for the same.
* **Example 2:** An electronics company needs 5000 switches over 6 months. A supplier for switches usually charges 2.50 for each switch, but for in order to make things work on both sides, the supplier offers to charge 2.00 for each switch instead. Both companies are now long-term partners and offer each other value in a mutually beneficial relationship.