

Negotiation & Influencing skills

Ty Yiu

26 September 2018

Negotiation Styles

- Cooperative
- Competitive
- Problem solving
- Positional
- Power pressure
- Aggressive / Assertive

A few theories explained

Brinkmanship deliberately get into dangerous situations which could result in disaster but which could also bring success.

The Nibble People giving small conceptions

Bogey They pretend an issue is unimportant, even if it really is. Overwhelming, thus understating

The snow job Knowing to do what the other party wants to hear

Homework

450-500 word summary (individual assigned)

2-3 min. video of negotiation summary

Long(er) video of negotiation