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with ease as

bargain even

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and concise yet
comprehensive
overview of the
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succinctly

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CHARACTERISTICS
OF A NEGOTIATION
SITUATION The

basic

characteristics
of negotiation
situations are:

a) There are two
or more parties
- between
individuals,
within groups

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and between
groups. You need
something from
the other.

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integrative
negotiation...

Honesty and

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integrity,

abundance

mentality,

maturity,

systems...

creating a free

flow of

information,

attempting to

understand... (1)

Identify and

define the

problem... (2)

Surface

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negotiators need
to understand
the problem,
identify
interests....

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