Negotiation 4

Name

Tutor

Course

College

Date

To help Pat learn good skills in negotiation, I will first introduce him to the key elements of negotiation which include; knowing one’s objectives, knowing the other party’s objectives, and knowing the basis for the negotiation (DeMarr, 2013). These three elements will help him know what the negotiation is all about, what he wants, what the party wants, and the basis for negotiations. Through this Pat will prepare in advance for the negotiation, and this can lead him to have a successful negotiation. I will also teach Pat to practice his pitch, to deal with his fear before a negotiation, to think creatively, lastly, not to be constrained by yesterday failures and successes (DeMarr, 2013). This negotiation would be appropriate when doing bank negotiation, and investment negotiation. Pat would benefit a lot from the techniques because successful business negotiation leads to successful business.

**Passive listening**

Passive listening helps one side involved in a negotiation to find his/her position. This listening is appropriate when the other party is talking too much, and it seems like he has lost his position (DeMarr, 2013). This is because when both parties start talking too much, no reasonable and appropriate conclusion will be reached.

**Challenges one faces when he/she is an External Negotiator**

If one is an outsider negotiator, he/she might face a number of challenges. The interest of an external negotiator may be taken as a second option. The external part should make the other party understand that his and the other party's interest should be taken seriously, and no interest is above the other (DeMarr, 2013). A mutual resolution should be reached that is neutral to both of them.

**Type of communication in Negotiation**

Aggressive communication entails the use of confrontation approach. This method can be used when a senior is negotiating with a junior party, for instance, a manager and an employee. This method of communication alienates other parties involved in the negotiation, and it destroys negotiation (Schneider, 2006). Aggressive communication can prevent openness, and create fear thereby making communication not effective.

Passive communication involves using ambiguous language and the use of confident body language. This method can make one win a negotiation very easily. The other party can fail to understand the ambiguous language used by the other party (Schneider, 2006). This becomes a barrier to effective communication, and even though the party using the ambiguous language will have his way, the negotiation can never qualify to be called a successful negotiation because one party was not actively involved in the negotiation.

References

DeMarr, B. J., & de Janasz, S. C. (2013). Negotiation and dispute resolution (1st ed.). Upper Saddle River, NJ:

Schneider, A. K., & Honeyman, C. (2006). *The negotiator's fieldbook*. Washington, DC: ABA Section of Dispute Resolution.