

CONFLICT DISPUTE & RESOLUTION

Negotiation Leadership

Instructions

As you read the material for our next class, keep these questions in mind. To answer them, you will have to reflect critically on what you have read and possibly re-read important passages. Keep in mind that there are two basic kinds of information that you need to look for in the reading:

1. What are the main points or conclusions that an author accepts with respect to a particular issue?
2. What are the reasons, important considerations, and evidence that lead the author to accept that conclusion?

For our purposes, *it is information of the second sort that will be our primary concern* since our most basic task is to *evaluate the reasons and evidence* that are offered to support accepting one possible conclusion about an issue, rather than another.

Although I strongly suggest that you write out brief answers to these questions, you do not have to turn in written responses. You do, however, need to be prepared to speak intelligently about these issues at our next class meeting.

Reading

Salacuse, J. W. (2006, May). Real Leaders Negotiate. *Negotiation*, 9(5), 3–5.

Questions

1. How does Salacuse define leadership? Why does Salacuse believe that leadership requires the ability for effective negotiation?
2. What are the four aspects of negotiation that Salacuse discusses? Explain each of them. How does each aspect contribute to becoming a better leader?
3. One implication of this argument is that trust is more effective than charisma for both leadership and negotiation. Why is that?