

Distributive Negotiation

Instructions

When doing the reading for this class, there are the two basic kinds of information you need to understand:

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?

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 position on an issue, rather than another.

Reading

- Shell, G. R. (2018). Your goals and expectations. In *Bargaining for advantage: Negotiation strategies for reasonable people* (3rd ed., pp. 27–40). Penguin Books.
- Shell, G. R. (2018). Opening and making concessions. In *Bargaining for advantage: Negotiation strategies for reasonable people* (3rd ed., pp. 131–144). Penguin Books.

Questions

1. What is the difference between your goals and expectations in negotiation? According to G. Richard Shell, what five things should you do to set your goals and expectations prior to a negotiation?
2. What is meant by your bottom line in negotiation? How is this different from your goals and expectations? How should you determine your bottom line prior to a negotiation, and what role should it play during negotiation?
3. According to Shell, who should make the first offer and what kind of offer should it be?
(Hint: Shell provides an answer similar to the one that we have already seen from Adam Galinsky.)
4. According to Shell, how should you make concessions during negotiation?

To answer these questions you will have to reflect critically on what you have read and possibly re-read important passages.

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.