

ESSAY QUESTIONS ON GETTING TO YES

Answer one essay question

1. Define positional negotiating and principled negotiating (negotiating on merit) and give several reasons why the authors consider negotiating on merit superior to positional negotiating.
2. Why is it so important to separate the people from the problem, how do perceptions, emotions, and communication play a role, and how can people problems be prevented in the first place?
3. How can you go beyond positions to identify interests, what are most people's most powerful interests, how should you handle your own interests if you are a disputant in a conflict?
4. How can you invent creative options to resolve conflict?
5. How can you use objective criteria, fair standards and fair procedures to resolve conflict?
6. If there's a power imbalance in negotiations, what's the best thing to do and how can you make the most of your assets?
7. What is negotiation jujitsu and how can you use it?
8. What is the one-text procedure and how would an architect use it and how is it used in different negotiations?
9. Write your own essay questions and answer it.