

Win-Win Negotiation

Win-win negotiation is an approach that aims to achieve mutually beneficial outcomes for all parties involved in a negotiation. It emphasizes collaboration, problem-solving, and seeking solutions that satisfy the interests and needs of both sides.

Strategic Silence

Strategic silence is a tactic in negotiation where a party intentionally remains silent or refrains from speaking during specific moments to gain an advantage. It can create discomfort, prompt the other party to disclose more information, or encourage concessions.

Power Dynamics

Power dynamics in negotiation refer to the relative influence, leverage, or control one party has over the other. It can be based on factors such as expertise, resources, market position, or alternatives. Understanding power dynamics helps in strategizing and balancing negotiation outcomes.

Negotiation Tactics

Negotiation tactics are specific techniques or actions used to influence, persuade, or achieve desired outcomes in a negotiation. Examples of tactics include anchoring, framing, making concessions, using deadlines, or appealing to emotions.

Negotiation Deadlock

Negotiation deadlock refers to a situation where parties reach an impasse or inability to reach an agreement during negotiations. It can occur due to conflicting interests, strong positions, or an inability to find common ground. Overcoming deadlock often requires creative problem-solving or involving a mediator.

Integrative Negotiation

Integrative negotiation, also known as collaborative or win-win negotiation, is an approach where parties work together to find mutually beneficial solutions and expand the available resources or value. It emphasizes creating value and fostering long-term relationships.

Escalation of Commitment

Escalation of commitment is a phenomenon where a party continues to invest resources or maintain a commitment to a course of action despite negative outcomes or diminishing returns. It can occur in negotiations when parties become emotionally or financially invested in a particular outcome.

Distributive Negotiation

Distributive negotiation, also known as competitive or zero-sum negotiation, is an approach where parties perceive the negotiation as a win-lose situation. Each party aims to maximize their share of the available resources or value and often involves haggling over price, terms, or concessions.

BATNA

BATNA stands for Best Alternative to a Negotiated Agreement. It refers to the alternative course of action a party can take if the current negotiation fails to reach a satisfactory agreement. Understanding and evaluating the BATNA helps in assessing the strength of one's position and making informed decisions during negotiations.