Reply to Classmates

 [Author Name]

[Institutional Affiliation(s)]

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**Response 1**

Dear Eman, after reading your post I must say that the headings you made for each scenario helped in understanding the perspectives of both Coleman and Bailee. BATNA is the most beneficial alternative that a negotiating party can take if they are unable to negotiate on a certain issue (Pinkley & Bennett, 1994). I also agree with you that it is necessary to understand the BATNA of the opponent as well. In the scene as well due to lack of clear understanding of his opponent’s, Coleman's efforts to overpower his opponent failed. In contrast, the other negotiating scene of the movie where Bailee successfully negotiated with the opponent reflects how a clear understanding of BATNA can facilitate successful negotiation (Thompson & Gunia, 2010). I completely agree with you that negotiation is not a way to obtain position yet it is a way of successfully satisfying one’s interest. However, I would like to add that agreement is the binding arrangement between two parties yet if a person is aware of the opponent BATNA then he or she can successfully turn the agreement into his or her favor.

**Response 2**

Dear Charles, after reading your post must I must say that you did an incredible job in explaining BATNA. The way you first explained the term BATNA and then proceed to explain the movie clips helped a lot in understanding how BATNA facilities people in the process of negotiations. I also agree with you having a backup plan during a negotiation helps to in turning the negotiation process in one’s favor (Brett & Thompson, 2016). In the scene where Reese attempted to blackmail BATMAN, I also agree with you that he entirely misunderstood the basics of BATNA due to which he failed in the negotiation process and had to face the negative outcomes. In contrast, another scene that you mentioned in your discussion post where a girl negotiated successfully I agree with you that this negotiation was successful because she was aware of her BATNA. I would also like to add that despite being aware of her BATNA the girl also had an alternative that helped in enhancing her confidence which in turn lead to successful negotiation outcomes (Gamblin & Pawlik, 2019).

**References**

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