Negotiation under influence

Student’s Name

Institution

Date

**Describe a time when an "emotional hangover" affected an interaction or situation. What happened?**

Emotional hangover is entirely a thing and usually reported suddenly. Studies indicate that it involve neurological reasons, why some things just come into someone’s mind. It is happen when brain arouse and increases memory to make someone remember an emotional event, which had occurred. In most cases, it happens when the event is of recent. This affects the perception and the mode of an individual on anything, which related to that condition. It makes an individual to focus on the negative aspect of a situation and therefore, affect judgment of a person. When this happened a person is likely to make biased decision based on what had happened earlier. However, biased decision can lead to problem and in business it can make a company to lose business deal.

**The author suggests that accountability can help mitigate emotional hangovers. How might this have helped your situation?**

The accountability can help in solving emotional hangover. First, it ensures that everyone is held accountable for all his or her actions. In a negotiation the parties involved should agreed prior to the meeting to avoid any abrupt change of mind and to maintain accuracy of the information. This is an important aspect of accountability. It avoids any situation of change of mind based on the incidents or any event. At personal level, in a situiation where there is meeting or negotiable, it is important to question the decision before making any decision. It is also important to take time to explain the decision you about to make to a trusted collegue to seek a second opinion. This might help the situation by preventing someone from making decision under influence of emotional hangover. Studies have indicated that any decision made when someone is under emotion, the decision would be negative and this can affect performance as well especially in business.

**With the understanding that emotional hangovers can harm relationships and interactions, how might you recognize and defuse incidental emotions in the future**.

The emotional hangover can be recognized by evaluating feeling and therefore, it isn important for us to assess our feelings before making any decision. Asessing feelings help in udnerstanding whether the decision is being influenced by any situation. Therefore, if one is able to recognize the source of the feelings then it will not be easy to affect our decsion. Therefore, before making any decision, it is important to assess our feelings. It can be recognize about looking at what has caused the event or the mood. The emotional hangover can therefore, be defused by focusing on the positve side of the event or of a person. This is likley to defuse the emotional hangover.