Negotiation Paper + Discussion Post

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**Negotiation Paper**

Every person is different from the other and therefore the perspectives of people regarding the same thing can also vary. Due to differences of opinion, a conflict may arise that not resolved can lead to severe consequences. Typically, the best way to resolve a conflict is to negotiate. Negotiation is an agreement between two parties in which both of them settle their differences (Bazerman & Valley, 2000). Most of the people try their best to avoid a conflicting situation. However, as man is a social animal and had to interact with people daily there is a chance that an individual can involve in a conflicting situation at any point in his or her life. Although, it is not necessary that every conflict has to be bad especially if an individual is able to deal with conflict effectively then the results can be in his or her favor. To make progress in life one has to pass a few bumpy bridges and therefore it is important to embrace one’s strengths and try to resolve a conflict in the best way possible. Conflict can be resolved by utilizing various negotiation techniques such as compromising and accommodating other person needs, withdrawal and competition (Fisher & Patton, 2011). Another negotiation technique that is widely used and is considered as the most effective technique to resolve a conflict is the best alternative to a negotiated agreement (BATNA). This technique facilitates a negotiator to negotiate effectively is knowing that one has a good alternative or a backup plan to make a person more confident while negotiating. However, if an individual has a strong BATNA then it is recommended to reveal it else it is wise to hide it (Thompson & Gunia, 2010).

While reflecting upon my encounter with Morgan, I think that it was one of the best learning experiences. Starting a graduate school and moving out of the home is overwhelming for every individual who decides to be independent. However, in the fast-paced world, it is difficult to bear the educational expenses while also managing the home.

Additionally, finding a well-paid job is also difficult so with these difficulties living alone was a huge risk. Since I had taken that risk and decided to shift to a new apartment I faced several difficulties. Furnishing the apartment was the most difficult task as I only had $400 to spend on a sofa. After searching a lot, I did not find a decent sofa that fits in my price range but when I looked at Morgan’s sofa I decided to buy it but the price was the main issue. To discuss the issue, I decided to contact Morgan and meet with him to negotiate upon the sofa price. As I was in an urgent need to buy a sofa so I decided to plan my negotiating strategy. I decided to bargain and if he did not agree then I will pursue him to sell the sofa on installment. As I am familiar with the BATNA technique and its implications, I decided to hide my BATNA to attain the desired results.

When I met with Morgan I found him quite understanding as being students we both were facing similar difficulties. The first step to an effective negotiation is to listen to the opponent’s perspective (Carnevale & Pruitt, 1992). So I decided to listen to Morgan’s side of the story. He wanted to sell a sofa as he was facing some financial issues. He wanted to sell a sofa for $800 that was twice the amount that I had with me. I politely requested Morgan to reduce the price so he lowered the price up to $700. As I was unaware of Morgan’s BATNA I was not sure what his backup plan was so I decided to put an offer that if he reduced the price further I will pay him in cash on the spot. As he needed money so he immediately agreed. However, he lowered the price up to $600 only. He told me that it is the least he can do so I decided to tell him the truth regarding my budget. At this point, I used my backup plan and told him that I have only $400 at the moment but I can pay the rest of the money in cash on installment. He was a bit confused but then he demanded that I must pay installments on a weekly basis and not on a monthly basis. So I agreed to his offer and decided to compromise. After this, we both agreed and I paid him $400 in advance. Overall the negotiation was successful as it was a win-win situation. I got a new sofa that saved from the embarrassment of buying a sofa of poor quality. In contrast, Morgan needed the money and as I paid him in advance he was able to bear his expenses as well.

Due to the use of the BATNA technique, I was able to successfully negotiate as I had a backup plan. This plan gave me confidence as I knew that even if negotiation fails I can offer a deal that Morgan will not be able to reject. Thus, due to an alternative way I was able to buy a sofa that I needed urgently. Additionally, I did not reveal my BATNA until I was sure that I have no other option. This situation helped me a lot in understanding the importance of BATNA and how a backup plan can provide leverage while negotiating.

**Discussion Post**

Conflicts are a part of our everyday life so, in spite of avoiding, one must improve his or her negotiation skills to deal with it (Bazerman & Valley, 2000). While moving to a new apartment and starting graduate school it was very difficult for me to bear my educational expenses and furnish my apartment. I only had $400 to spend on a decent sofa but unfortunately, all the sofas present in the market were way above my budget. The sofas in my budget were of poor quality. So when I saw Morgan’s sofa I decide to buy it immediately. However, due to my budget, I was unable to buy it. For this purpose, I decided to negotiate with Morgan. I planned my negotiating strategy and went to meet him. He demanded $800 for the sofa but due to my bargaining skills, he reduced the price to $700. I again requested him to tell the final and reasonable price so he reduced the price further to $600. At this moment I decided to tell him the truth and reveal my BATNA so I told him that I have only $400. I also told him that if he agreed then I will pay the amount in cash on the spot while paying the rest of the money on installment. As he needed the money he agreed but with a condition that I have to pay installment weekly not monthly. I also agreed and we both successfully negotiated. Thus, I was able to buy a sofa and Morgan got the money he needed. This was a win-win situation as we both agreed on each other’s terms and conditions. The BATNA technique helped a lot while I was negotiating as I was confident that I have a backup plan that I can use when in need (Thompson & Gunia, 2010).

**References**

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