Chapter 9 Discussion

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The first interesting concept is that both the parties in negotiating should have a clear mindset about what they are going to do. A sense of benefit should also prevail in their minds which means that both parties should think that they will benefit as a result of the deal.

Both the parties should keep in mind that they have to counter the tactics of others in a way that is matching to their interests. In this way, there is a balance created in the whole process for both the parties. This is even more important if we are considering the win-win negotiations because a win-win situation seeks to make both parties win out of a situation. The outcome should be pursued in such a way that both the parties involved have a balanced control over things. If one party is not at ease with the negotiation, they should seek more time to think about it.

The personal differences and issues should be kept aside and focus should be kept on the deal itself. Instead of looking at other parties as an opponent, one should look for common ground among both parties. More focus should be placed on interests than positions. There should be an effort to look for options where both parties gain. Both parties should brainstorm ideas with each other to develop some likely solution to the problem at hand. The criteria used to adopt a solution should be based on facts and figures. This will give a shared base to work for both the parties and will develop trust therein. Each party should know their best alternative in a negotiated agreement.

My experience with negotiating went very well. This is because both the parties made sure that balance prevailed in the situation at any given point in time. Both the parties knew which alternatives suited them the best and they talked on the solutions that matched their respective needs. After a short time, both parties were able to come up with a solution that suited them both.