

# 4 Steps of the Negotiation Process

1

**PREPARATION:** Preparing in advance can improve your confidence, give you clear goals to work toward, and provide a strategy to base your approach on.

2

**BARGAINING:** Bargaining is about creating value for both you and other parties despite your differences.

3

**CLOSING:** Closing a negotiation can mean coming to an agreement or ending the discussion without reaching one.

4

**LEARNING:** Reflecting on the process and learning from your experiences enables you to become a better negotiator.



# Negotiation As A Social Process

**E Durkheim**

## **Negotiation As A Social Process:**

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*Negotiation in Social Conflict* Dean G. Pruitt,Peter J. Carnevale,1993 This text presents a research based analysis of negotiation It examines the nature of negotiator strategies and tactics and their impact on the outcomes of negotiation It also looks at the psychological states the motives and perceptions that determine negotiator behaviours and the antecedents of these states Among the antecedents examined are the negotiator s role in his or her organization conflict style the other party s behaviour the way the issues are framed and various aspects of the relationship between the parties Negotiation is viewed as one of several procedures available for dealing with social conflict other examples being mediation arbitration and independent action by the disputants One of these alternative procedures mediation is discussed in depth because of its close relationship to negotiation There is also a chapter on choices among procedures which helps understand how people enter and leave negotiation    *The Role of Women in the Social Process of Migration* Shawn Malia Kanaiaupuni,1995

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