MULTIPARTY NEGOTIATIONS

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(she/her)
AGENDA

Pre-Negotiation Plan Review
Team Tactics
Multiparty Tactics
Conclusion
Session Framework

- Introduction to Negotiations
- Single Issue Negotiations
- Multiple Issues
- Influence
Pre-negotiation Plan...

1. List your alternatives – pick BATNA (best alternative)
2. Define your interests
3. Develop points schedule
4. Reservation Point
5. Target (research = fairness justification)
6. Your First Offer – sharing your interests
7. Questions for the other party
8. Potential Problems/solutions
Team Negotiations

How many?
  • 5 or less
  • Speaker, Note taker (offers and concessions), Math wizard, Non-verbal

Goal and strategy alignment
Prepare together
Plan breaks – and have a signal
Accountability mechanisms
QUESTIONS?
Strategies for Multiparty Negotiations

Know who will be at the table

Manage the information

<table>
<thead>
<tr>
<th>Person</th>
<th>Issue #1</th>
<th>Issue #2</th>
<th>Issue #3</th>
<th>Issue #4</th>
<th>Issue #5</th>
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<td>Person 2</td>
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<td>Person 3</td>
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# Strategies for Multiparty Negotiations

Systematize proposal making

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<tr>
<th>Offers</th>
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Strategies for Multiparty Negotiations

Use brainstorming wisely
  • Solitary then group
  • Individuals generate better ideas
  • Groups evaluate ideas better

Develop and assign process roles
  • Recorder, time keeper, process manager
Strategies for Multiparty Negotiations

Stay at the table
  • Avoid Coalitions
If you do have a coalition
  Make it early
  Seek commitments
  Agree how to move forward
QUESTIONS?
Basic Training: Before you negotiate

**Compatible**
Understand your (and your partner’s) interests
Identify your Target.

**Integrative**
Understand your (and your partner’s) interests
Identify and rank priorities.

**Distributive**
Identify your BATNA, RP, and Target.
Plan concessions (smaller and smaller)
Basic Training: Useful Tactics & Strategies

Compatible
AGREE
Focus on info sharing.
Ask questions

Integrative
Identify and rank priorities.
Tradeoffs
Post-settlement

Distributive
Record concessions
Reciprocal concessions
Smaller and smaller concessions
Some Useful References

1. The Mind and Heart of the Negotiator
   (2015) by Leigh Thompson
2. Getting To Yes
   (1991) by Fisher, Ury and Patton
3. Negotiating Globally
   (2007) by Jeanne Brett
4. Negotiation Genius
   (2007) by Deepak Malhotra and Max Bazerman
5. The Truth about Negotiations
   (2008) by Leigh Thompson
QUESTIONS?
THANK YOU
OFFICE HOURS ARE NEXT...