

Negotiation Quiz

Please check off on this sheet which of these situations represents a negotiation.
(You may wish first to answer all those you find easy and then go back to the others.)

- Buying a rug in a West African market
- Soliciting a new source of venture capital
- Trying to capture/kill a warlord in a regional war
- Trying to injure or ruin a competitor
- Writing back and forth with someone you do not know on the Internet
- Meeting your potential in-laws for the first time
- Giving or receiving commendation and criticism
- Deciding how the dishes will get done
- Borrowing a wonderful piece of clothing from a family member
- Deciding whether to stay late at work to finish up a project
- Making up, or rebuilding a relationship with someone you love
- Picking a successor for the CEO of a company where you are on the board
- Getting a child to go to bed
- Getting into a class or training program with limited enrollment
- Courting your Life's Companion
- Laying off or firing someone
- Discussing the outsourcing of a business function with the manager of the function
- Deciding with a family member where to invest a small joint inheritance
- Soliciting a major gift from a major donor
- Soliciting bids for the new advertising campaign for your company
- Talking with your parent(s) this weekend
- Saying good-bye to someone you will not see for a long time
- Finding an advisor, or a mentor, or a counselor, or a new dentist
- Discussing with a recruiter the salary and benefits you feel you deserve
- Trying to get back to sleep when something is worrying you
- Trying to shake off a stranger on the street who keeps walking with you
- Getting an extension on a paper or a project
- Apologizing to someone whose property you unknowingly damaged
- Seeing someone you dislike and turning away at a party
- Interviewing a potential baby-sitter
- Accepting a bribe
- Turning down a bribe
- Getting another country to lower a trade barrier
- Talking anonymously about an unsafe workplace condition with a Hot Line person
- Meeting a new teammate for the first time
- Struggling to stay on a diet or exercise plan or give up smoking