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# Conflicts & Negotiations



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- Techniques of distributive negotiations
  - Team roles and team techniques
  - Time / place / rhythm
  - Social influence
  - Unethical behaviors
- Small game – Avian Influenza
- Zero and Non-zero sum games in negotiations

# Strategies and Dirty Tricks

## 1. Team and team-roles

- 1) What kind of roles can be seen in negotiation?
- 2) What is the function of each role.
- 3) How can this help to gain advantage
- 4) How can we influence the other team
- 5) How many people should be in a team
- 6) What can be done to attack the other team.

## 2. Time , place, rhythm

- 1) What is the perfect time for negotiation?
- 2) How can we manipulate place?
- 3) How can manipulation of speed or rhythm be used in negotiation
- 4) Is it better to negotiate in "our" place, or "their" place, or 3rd place
- 5) Problem of tiredness.

## 3.Social Influence (engagement)

- 1) What are social influence techniques that may be used in negotiation?
- 2) How can information be framed?
- 3) E.g. the rule of scarcity
- 4) Power of authority etc.

## 4.Unethical and hardcore techniques

- 1) Blackmail
- 2) Bluff / Lie
- 3) Threat
- 4) Ultimatum
- 5) Stuff that you would never do. (eg. fabrication of data).

# 4<sup>th</sup> game – Avian Influenza



- Find your pair
- Preparation: 10 minutes
- Negotiation: 20 minutes
- Come back here before: \_\_\_:\_\_\_

# Possible results of negotiations

<b>Me</b>	<b>Partner</b>
<b>100%</b>	<b>0%</b>