

Negotiations

Unit 01:

What Is

Negotiation?

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Table of Contents

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1. Unit 01: What Is Negotiation?

4. Chapter: Unit 01: What Is Negotiation?

1. Unit 01: What Is Negotiation? Questions

4.1.1. According to game theory, what outcome will result when one disputa...

Author: Charles Jumper

According to game theory, what outcome will result when one disputant perceives that \$10 is a loss while the other disputant perceives the same \$10 as a win?

Please choose only one answer:

- A win-win outcome
- A lose-lose outcome
- A win-lose outcome
- Both answers B and C

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4.1.2. What conflict style is represented by the statement: "If I don't me..."

Author: Charles Jumper

What conflict style is represented by the statement: "If I don't mention it, perhaps it will blow over."?

Please choose only one answer:

- Competing
- Avoiding
- Accommodating
- Collaborating

Check the answer of this question online at QuizOver.com:

Question: [What conflict style is represented by the Charles Jumper @Saylor](#)

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4.1.3. What result is accomplished in a successful negotiation?

Author: Charles Jumper

What result is accomplished in a successful negotiation?

Please choose only one answer:

- A mutually satisfactory structure
- An executed agreement
- A lasting and mutually beneficial relationship
- All of these answers

Check the answer of this question online at QuizOver.com:

Question: [What result is accomplished in a successful Charles @Saylor Foundat](#)

Flashcards:

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4.1.4. Which of the following best defines the term conflict?

Author: Charles Jumper

Which of the following best defines the term conflict?

Please choose only one answer:

- It is a disagreement.
- It is a perceived threat.
- It contains substantive, procedural, and psychological dimensions.
- All of these answers

Check the answer of this question online at QuizOver.com:

Question: [Which of the following best defines the Charles Jumper @Saylor Negotiations](#)

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4.1.5. You are planning to enter into a business partnership. What strateg...

Author: Charles Jumper

You are planning to enter into a business partnership. What strategy is best for this type of negotiation?

Please choose only one answer:

- A substantive negotiation
- A compromise negotiation
- A distributive negotiation
- An interest-based negotiation

Check the answer of this question online at QuizOver.com:

Question: [You are planning to enter into a business Charles Jumper @Saylor](#)

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4.1.6. You are about to enter a negotiation to purchase a car. Typically, ...

Author: Charles Jumper

You are about to enter a negotiation to purchase a car. Typically, what type of negotiation will this be?

Please choose only one answer:

- Distributive bargaining
- Integrative bargaining
- Win-Lose bargaining
- Both answers A and C

Check the answer of this question online at QuizOver.com:

Question: [You are about to enter a negotiation to Charles Jumper @Saylor Negotiations](#)

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