

## BACKGROUND INFORMATION

You are a midlevel manager at the corporate office of a large computer software company. Your organization has been discussing a number of joint ventures with other companies to develop software on a cooperative basis. You have been appointed to serve on the committee responsible for negotiating the final agreements and contracts with the prospective partner organizations.

By the time proposed alliances reach your

sequences. Once the activities are placed in the proper order, the step-by-step process will be used by committee members in negotiating with representatives of the partner organizations.

## DEVELOPING YOUR INDIVIDUAL SOLUTION

Review the list of activities that appear on the next page and on the *Challenge Cards*. Separate the *Challenge Cards* from the booklet and from one another. Use the cards to sequence the 17 activities in the



# Constructive Negotiations Challenge™ Participant's Booklet Page Sample

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## Activities

<b>A</b>	Agree on objective criteria for evaluating the alternatives that have been generated.
<b>B</b>	Assess the remaining terms, solutions, and proposals with respect to quality and acceptability.
<b>C</b>	Concede on lower-priority issues in exchange for agreement on higher-priority issues.
<b>D</b>	Discern whether the other party has a substantive interest in the outcomes and values the relationship.
<b>E</b>	Discuss the situation and define opportunities, constraints, and problems in a way that is acceptable to both sides.



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(1)  
Your  
Individual  
Solution

(2)  
Your  
Team's  
Solution

(3)  
The  
Recommended  
Solution

(4)  
Difference  
Between  
Columns 1 and 3

(5)  
Difference  
Between  
Columns 2 and 3

(1) Your Individual Solution	(2) Your Team's Solution	(3) The Recommended Solution	(4) Difference Between Columns 1 and 3	(5) Difference Between Columns 2 and 3	
					<b>A</b>
					<b>B</b>
					<b>C</b>
					<b>D</b>
					<b>E</b>



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