

### Question 1

Within a negotiating team, it's not unusual to find members who disagree about negotiation goals or tactics.

- true
- false

Answer: <https://biology-forums.com/index.php?topic=1910986>

### Question 2

Discuss the three dimensions of effective listening and their importance in negotiation.

Answer: <https://biology-forums.com/index.php?topic=1910953>

### Question 3

Evaluate the role of incentives in a negotiation with which you are familiar.

Answer: <https://biology-forums.com/index.php?topic=1910929>

### Question 4

Describe something you are likely to negotiate in the next 5 years and how you will prepare for that negotiation.

Answer: <https://biology-forums.com/index.php?topic=1910926>

### Question 5

Discuss the steps in preparing for a negotiation.

Answer: <https://biology-forums.com/index.php?topic=1910927>

### Question 6

The best outcome that each party can reasonably and realistically expect to obtain as a result of the negotiation is known as the \_\_\_\_\_ .

Answer: <https://biology-forums.com/index.php?topic=1910967>

### Question 7

Successful negotiators know that people respond to \_\_\_\_\_ and that you can often get more for yourself by understanding and offering the other party what he or she wants.

Answer: <https://biology-forums.com/index.php?topic=1910932>

### Question 8

Which of the following principles is the basis for a "limited edition" offering?

- Influence
- Reciprocity
- Scarcity
- Social proof

Answer: <https://biology-forums.com/index.php?topic=1910961>

### Question 9

Successful negotiators know that people respond to incentives and that you can often get more for yourself by understanding and offering the other party what he or she wants.

- true
- false

Answer: <https://biology-forums.com/index.php?topic=1910933>

### Question 10

Identify barriers to effective communication that have to do with the sender and discuss ways to minimize them.

Answer: <https://biology-forums.com/index.php?topic=1910950>

### Question 11

Research shows that negotiators who set challenging goals consistently achieve better outcomes than those who don't.

- true
- false

Answer: <https://biology-forums.com/index.php?topic=1910968>

### Question 12

Asking open-ended questions is the best way to identify the other party's needs.

- true
- false

Answer: <https://biology-forums.com/index.php?topic=1910943>

### Question 13

Explain the difference between interests and issues.

Answer: <https://biology-forums.com/index.php?topic=1910928>

### Question 14

Because men tend to use communication to assert their status and request action and use more direct, succinct language, they tend to be better suited than women for integrative negotiations.

- true
- false

Answer: <https://biology-forums.com/index.php?topic=1910947>

### Question 15

Alternative Dispute Resolution (ADR) includes any means of settling disputes outside the courtroom.

- true
- false

Answer: <https://biology-forums.com/index.php?topic=1910940>

### Question 16

It never hurts to be socially connected to someone that the other party knows.

- true
- false

Answer: <https://biology-forums.com/index.php?topic=1910970>

### Question 17

Most landlord/tenant disputes are a result of a difference in \_\_\_\_\_ between the parties.

Answer: <https://biology-forums.com/index.php?topic=1910971>

### Question 18

Rationality is another generic tactic used in a variety of settings that involves being friendly to the other party to get him or her to like you.

- true
- false

Answer: <https://biology-forums.com/index.php?topic=1910941>

### Question 19

\_\_\_\_\_ is the cultural dimension that describes the degree to which uncertainty and ambiguity are accepted.

Answer: <https://biology-forums.com/index.php?topic=1910974>

### Question 20

Which of the following could be used in a multiparty negotiation?

- Arbitrator
- Mediator
- Judge
- All of the above

Answer: <https://biology-forums.com/index.php?topic=1910984>