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But according to  
Members of the  
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developed 7  
elements of  
negotiation.



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**What is  
Negotiation?  
Elements of**

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## **Negotiation Of**

write Roger  
Fisher, William  
Ury, and Bruce  
Patton in their  
seminal book on  
negotiation,  
Getting to Yes:  
Negotiating  
Agreement  
Without Giving  
In. Here, we  
overview the  
seven elements:

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Interests are  
“the fundamental  
drivers of  
negotiation,”  
according to  
Patton—our basic  
needs, wants,  
and motivations.

## **7 Elements Of Negotiation - Wondrlust**

The framework is

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actually seven  
elements  
essential to  
every

negotiation: 1.

Parties: Be  
aware of all the  
potential  
stakeholders—not  
just those who  
are sitting  
around the table  
with you, but  
those who

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influence and  
feel the impact  
of the decision.  
2. Alternatives:  
Consider your  
best alternative  
to a negotiated  
agreement.

**Effective  
negotiation:  
Seven essential  
elements ...**

SEVEN ELEMENTS

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OF EFFECTIVE  
NEGOTIATIONS

December 2008 -

Jerome Slavik

Adapted from

Getting To Yes -

Negotiating

Agreements

Without Giving

In, R. Fisher

and W. Ury 1.

RELATIONSHIP: AM

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DEAL WITH THE

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RELATIONSHIP? a)

A good negotiating relationship is needed to address differences and conflicts.

## **SEVEN ELEMENTS OF EFFECTIVE NEGOTIATIONS**

Negotiations can be difficult

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when you don't know what you should be considering.

Harvard's PON outlines seven elements that exist in all negotiations.

Harvard has not designed these elements to act like a checklist, where



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meeting each  
requirement will  
mean a  
successful  
negotiation.  
Rather, what  
they represent  
are components  
to a  
negotiation.

**7 Negotiation  
Elements We Can  
Learn From**

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## **Harvard** Elements Of

Negotiation is  
the key to  
business  
success.

Successful  
negotiation  
involves good  
interpersonal  
and  
communication  
skills, used  
together to  
bring a desired

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Elements. In fact,  
negotiation is  
one of the main  
qualities  
employers look  
for when  
recruiting staff  
nowadays.

**7 Key skills for  
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knowledge that,  
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Forestry could  
mount up your  
near connections  
listings. This  
is just one of  
the solutions  
for you to be  
successful.

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Here, we  
overview the  
seven elements:  
Interests.  
Interests are  
“the fundamental  
drivers of  
negotiation,”  
according to



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Patton—our basic needs, wants, and motivations. Often hidden and unspoken, our interests nonetheless guide what we do and say.

**What is  
Negotiation? -  
PON - Program on  
Negotiation at**

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negotiation  
theory,  
introduces basic  
definitions and  
concepts, and  
provides an  
overview of some  
of the main  
schools of  
thought

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Contributing to  
the existing  
negotiation  
literature.

Section four  
provides an  
overview of the  
essential  
elements of  
principled  
negotiations,  
and section 5  
concludes.

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7 Elements of  
Negotiation Part  
1: Interests We  
all know that  
everyone  
negotiates. We  
all know that we  
have been  
negotiating  
since we were  
babies, the  
difference now  
compared to then  
is that as a



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baby, our method  
of negotiating  
was crying  
whereas

hopefully now we  
have a few more  
tools in our med  
iator/negotiator  
toolbox.

**Seven Elements  
of Negotiation:  
Part 1,  
Interests**

*Page 49/54*

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Some elements of  
have more to do  
with the  
process, or the  
"how" of  
negotiation.

Some are more  
relevant to the  
substance, or  
the "what."

Together, the  
seven elements  
provide a  
framework to

# Where To Download 7 Elements Of Negotiation Seven elements for successful negotiations - The Boston Globe

7 Elements of  
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Part 3:  
Relationship.  
You have your  
interests  
figured out as  
well as your

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Both are two very important tasks to take care of during your preparations, as well as to remember during the negotiation. An important question to ask yourself before you begin your

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negotiation is,  
"How important  
is the  
relationship I  
have with the  
other party/nego  
tiator/group  
they are  
representing?"

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