

How would you know if you are an effective Negotiator?

Who should decide? Should you decide, or should your supervisor? Your Significant Other?

What about the Other? And what about other stakeholders?

Is it all about outcome? Or process? Or both?

Can you tell right away if you have been effective? Or is it the long run that counts?

Do you have "ethical" and "legal" on your list of required characteristics?

When would collaborative and when would competitive or mixed motive strategies be most effective?

How "wide" an effect do you want to have as a negotiator? Do well on one negotiation? Or improve a whole system?