Ineffective Competitives

- Obnoxious, complaining, rude
- Unsure of the values at hand
- Not realistic, perceptive, astute
Ineffective Cooperatives

- Unsure of self and interests
- Not creative or perceptive
- Not realistic or astute
Effective Negotiators (both strategies)

- Ethical, trustworthy
- Appropriately courteous
- Prepared
- Creative, realistic
- Perceptive, self-controlled