Negotiation Quiz

Please check off on this sheet which of these situations represents a negotiation. (You may wish first to answer all those you find easy and then go back to the others.)

• Buying a rug in a West African market
• Soliciting a new source of venture capital
• Trying to capture/kill a warlord in a regional war
• Trying to injure or ruin a competitor
• Writing back and forth with someone you do not know on the Internet
• Meeting your potential in-laws for the first time
• Giving or receiving commendation and criticism
• Deciding how the dishes will get done
• Borrowing a wonderful piece of clothing from a family member
• Deciding whether to stay late at work to finish up a project
• Making up, or rebuilding a relationship with someone you love
• Picking a successor for the CEO of a company where you are on the board
• Getting a child to go to bed
• Getting into a class or training program with limited enrollment
• Courting your Life’s Companion
• Laying off or firing someone
• Discussing the outsourcing of a business function with the manager of the function
• Deciding with a family member where to invest a small joint inheritance
• Soliciting a major gift from a major donor
• Soliciting bids for the new advertising campaign for your company
• Talking with your parent(s) this weekend
• Saying good-by to someone you will not see for a long time
• Finding an advisor, or a mentor, or a counselor, or a new dentist
• Discussing with a recruiter the salary and benefits you feel you deserve
• Trying to get back to sleep when something is worrying you
• Trying to shake off a stranger on the street who keeps walking with you
• Getting an extension on a paper or a project
• Apologizing to someone whose property you unknowingly damaged
• Seeing someone you dislike and turning away at a party
• Interviewing a potential baby-sitter
• Accepting a bribe
• Turning down a bribe
• Getting another country to lower a trade barrier
• Talking anonymously about an unsafe workplace condition with a Hot Line person
• Meeting a new teammate for the first time
• Struggling to stay on a diet or exercise plan or give up smoking