

NAME OF THE STUDENT

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LIVE NEGOTIATION ANALYSIS

A RESEARCH

ABSTRACT

Negotiation is a dialogue between any two parties to come up with common conclusion. Live Negotiation is a dialogue at multi step level for mutual benefit of parties involved. The present paper mentions the background history, Theory, Literature review, & Conclusion paragraph over the study done.

Keywords: Live Negotiation, Negotiation, Agreement, Negotiating skills

INTRODUCTION

Live negotiation is a multi-step dialogue between partners to come up with mutual agreement. The current paper, discusses the experience a person develops while negotiating the mutual agreement. It also discusses the strategies used by the people among parties in order to complete the negotiation process. Negotiation does not just means arguing with the client regarding your expectations but also managing the expectations of the clients. There are many approaches used in such process.

PRE NEGOTIATIONS- PLANNING AND FACTS

When there are two parties involved in planning process, both of them represent themselves equally throughout the whole process of negotiation. While thinking about the stakeholders, the market forces and other aspects, parties must take care of all deliverables. These factors which influence the decisions must be taken care off.

Sometimes, the goals of both parties in negotiation are similar and sometimes they differ. So it is necessary to come up with mutual understanding on papers. The interests of both sides must be kept in mind while planning a negotiation.

For example- negotiations based on the price of some commodity can be influenced by a lot of factors. The price tags hanging on the object are not just absolute numbers. They are decided and placed only after a lot of research and discussion made on taxes, market value, demand and its supply. Negotiations are made between many sets of parties before the decision is made.

PROCESS ANALYSIS

If we look at today's slackly structured economy, where the people exert themselves with social groups, they do not have any basic influence and, they might not even allocate a familiar supervisor, negotiation in such situation becomes significant as well as critical.

Five steps of the process analysis are;

1. Planning and preparation for Negotiation
2. Definition of Opinion Rules
3. Clarification to Facts and subsequent Justifications
4. Bargaining of views and Problem Solving statements.
5. Closure, Implementation of the plan.

1. Planning and Preparation

Before the start off of a negotiation, one should keep in mind the chances of conflict, the record leading to the intervention, the parties concerned and their observation of the expectations from the argument etc.

2. Defining the Ground Rules

Once, arrangement and approach is made, one must begin explaining the opinion rules and actions associated with the second party above the intervention itself. Where and how will the argument take place? (Fowler, 1996) What time it will take, if any will it pertain? To what statements and problems will negotiations be restricted to? Will it have any specific process to go after in a stalemate? Throughout this segment the parties will also barter their primary demands and proposals.

3. Justification and Clarification

When primary positions have been initiated by both sides, then both shall explain, magnify, elucidate, strengthen and rationalize their unique demands. The need of the parties should not be argumentative. Rather it must be a chance for refining and delivering both of them on the problems why they're significant and about how it arrived at the early demands. And there comes the point where one side might wish to offer the other one with all kinds of certification that helps them to hold up the position (Fowler, 1996).

4. Problem Solving and Bargaining

When the spirit of the intercession process, have real give and take back position in order to come out of conformity, the proper process of bargain gets started. It is this time where, it will undeniably be a need to negotiate and, decision to be made by both sides.

5. Implementation and the closure

The last step in the process of negotiation is the formalization of the contract that has been planned out and has just begun. These are the ending measures which are essential for functioning and monitoring.

For most important negotiations – it will necessitate trouncing out the particulars in an official agreement.

Negotiation Process has all the above five stages. In all stages of negotiation process the both concerned parties give-away a methodical and organised way to make mind up on how to assign scarce possessions and sustain each other's concern.

REAL EXPERIENCE OF LIVE NEGOTITATION

As we discussed in the above para's, the process of negotiations always need some planning plus a clear vision of demands of parties involved. Without getting an understanding, what the parties demand, it is impossible to plan a good negotiation. The results of a negotiation can only be positive if both the parties maintain; dignity of the interests of the apposite party. The process starts with the discussion of what are the needs of both sides and then moving on. It has been found that the needs can be conflicting so the need of a negotiation is felt. It is a skill to bargain and this bargaining gets a five star rating when it is done keeping in mind, the demands and requirements of each other (Breen & Littlejohn, 2000).

It is possible, while negotiating that interests of people involved come into problems. These problems can make parties involved unhappy and unsatisfied. The unsatisfaction can be solved with a good communication and persuasive statements. This happens, when negotiations are made on big scales, where stakeholders, company workers and also the normal public gets effected with a decision of a negotiation. Hence, it is important for the negotiators to pay attention to inside as well as outside factors while turning to any decision (Fowler, 1996).

A good negotiation will always be set to find a successful decision, considering views and expectations of all the factors.

THEORY BASED ON LIVE NEGOTIATION

Public, often depend on their finances when they come up with a pecuniary crisis. While negotiation is concerned, discussing about the stakeholders is decisive.

A producer whose production was extremely low, it is bound to come under financial difficulty, this is where it is learnt the importance of administration, investors throughout superior statement. While negotiating with numerous key exporters, as well as active and new finance people, they were capable of securing in progress supplies and most importantly, keep hold of crucial inimitable plant and apparatus.

Proper supervision of stakeholders might be the dissimilar between failure and success. This goes to all faces of a production, whether it is a huge company or a SME (Barreteau, Page, Christophe, & D'Aquino, 2003).

Quite frequently in a deteriorating business, statement between administration and solution of stakeholders has conked out and in convinced situation is locked to the aim of no revisit (Fowler, 1996).

Stakeholders are convinced enough that liberation, rather than a cessation, will in fact come out with a better conclusion. The difficulty is, chiefly when it's about getting away with economics, a CEO or stakeholders or supervision executive might have less or no knowledge in dealing with them in a disaster. The financier is likely to be qualified and extremely conversant in this particular area.

A position of a swivel counsellor is to reconstruct buoyancy between the sides, provided that a link linking any information gaps is present, to re-establish smoothness between the sides coming up with suitable statement. For achieving this, a swivel adviser will be required to

investigate and comprehend what is at venture for all the parties and will require coming in a situation before preliminary situation in any kind of negotiations (Breen & Littlejohn, 2000).

Management of stakeholders during a turn-around development will transform in tracking from a purchaser's focal point, which is classically working in a normal bargaining circumstances, with provisions, capital and also the other rudiments that crash cash flow enhancement in the diminutive term.

The client, of course, which is the main factor of a negotiation, continues to become an important as well as supporting party (Barreteau, Page, Christophe, & D'Aquino, 2003).

This is how negotiation works!

Skills of a Negotiator

A negotiator ideally should be fair, nonaligned and must not favour just one point of view.

He must understand the circumstances and both parties as well as make a decision somewhat equal to, which benefits all.

It is not registered anywhere that individuals will with no trouble accept the decision of negotiator; they might oppose it if their personal ambitions are not pleased. In a situation like this, where negotiator is left out with no other preference, he must utilize his control to force his facts on every one.

A negotiator has to become a little diplomatic and smartly adequate to grip all circumstances and reach an end (Barreteau, Page, Christophe, & D'Aquino, 2003).

CONCLUSION

So basically, we come to an end to the process of negotiation; here is a layout of conclusion of process of live negotiation.

- Fundamentals of Negotiation

- Negotiation

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Process + Substance+ behaviour

- Process- The method individuals discuss with each one knows the negotiation procedure. The procedure consists of the variety of techniques and process engaged to negotiate and arrive at a conclusion or mutual agreement.
- Behaviour- The way two sides perform with the each other throughout the procedure of negotiation; is known as the behaviour. The means they cooperate with the other, the means by which they converse to create their statements understandable, this all comes under heading behaviour (Breen & Littlejohn, 2000).
- Substance- There should to be a programme on which those negotiators negotiate.
A good and to the point topic is significant for negotiation.

To conclude, negotiation is basically a technique, an argument amongst individuals to arrive at a common agreement, where each person gains a bit of their expectations and they avoid conflicts.

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