

# Unit 03: Processes and Phases of Negotiation

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## 1. Unit 03: Processes and Phases of Negotiation

## 4. Chapter: Unit 03: Processes and Phases of Negotiation

### 1. Unit 03: Processes and Phases of Negotiation Questions

#### 4.1.1. In your current negotiation, you are "attempting to formulate princ...

Author: Charles Jumper

In your current negotiation, you are "attempting to formulate principles on which you can both agree." What term is used for this phase of a negotiation?

Please choose only one answer:

- Setting the details
- Conceptualization
- Pre-negotiation
- Follow-up

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#### 4.1.2. What do experts recommend you do to invest in relationships with yo...

Author: Charles Jumper

What do experts recommend you do to invest in relationships with your customers?

Please choose only one answer:

- Become a resource
- Tailor your approach
- Write a note
- All of these answers

Check the answer of this question online at QuizOver.com:

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### 4.1.3. When discussing Game Theory, what rule says that "you should pick t...

Author: Charles Jumper

When discussing Game Theory, what rule says that "you should pick the strategy where the maximum advantage of your opponent is minimized?"

Please choose only one answer:

- Minimax theorem
- Partial information theorem
- Win-win theorem
- Lose-lose theorem

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#### 4.1.4. You plan to enter into a negotiation and realize that if you gain \$...

Author: Charles Jumper

You plan to enter into a negotiation and realize that if you gain \$100, the other party will lose \$100. What Game Theory term describes this type of dispute?

Please choose only one answer:

- Positive sum
- Negative sum
- Zero sum
- None of these answers

Check the answer of this question online at QuizOver.com:

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#### 4.1.5. You wish to purchase an item at an antiques store. You see an item ...

Author: Charles Jumper

You wish to purchase an item at an antiques store. You see an item you would like to buy, but you do not want to pay more than \$20. You offer \$10, and the proprietor says he will sell the item for \$30. You then offer \$20, and the proprietor says he will sell the item for \$25. You agree to purchase the item at \$25. You have paid \$5 more than you wanted, and the proprietor receives \$5 less than he wanted. What type of bargaining is this?

Please choose only one answer:

- Positional
- Integrative
- Win-win
- Accommodating

Check the answer of this question online at QuizOver.com:

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#### 4.1.6. You plan to buy a used car and want to purchase it for the least po...

Author: Charles Jumper

You plan to buy a used car and want to purchase it for the least possible cost. You realize the seller will try to get the most money that he can for the car. Which of the following best describes this type of bargaining?

Please choose only one answer:

- Expanded pie
- Integrative
- Distributive
- Win-win

Check the answer of this question online at [QuizOver.com](http://www.quizover.com):

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