

Art of Negotiations and Presentation Techniques

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AON 2



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AON 2

Three dimensions of negotiations (content-process-relationship).

Three-level model (opening-exploration-conclusion).

No negotiation is independent from its environment

- The negotiation influences its environment - the environment influences the negotiation
- Negotiations are not held in closed systems
- All negotiations have a reason-for.
- Negotiations always have an impact on the environment.



What do we mean by environment?

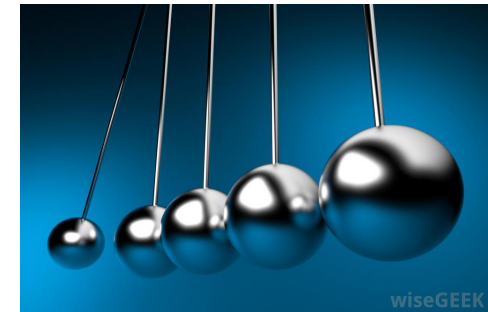
- Our position, our state before the negotiation
- The partners position and state before the negotiation
- Everything, the result of the negotiation may have an impact on
- Everything that we call the result of a negotiaion.



What is the result of a negotiation?

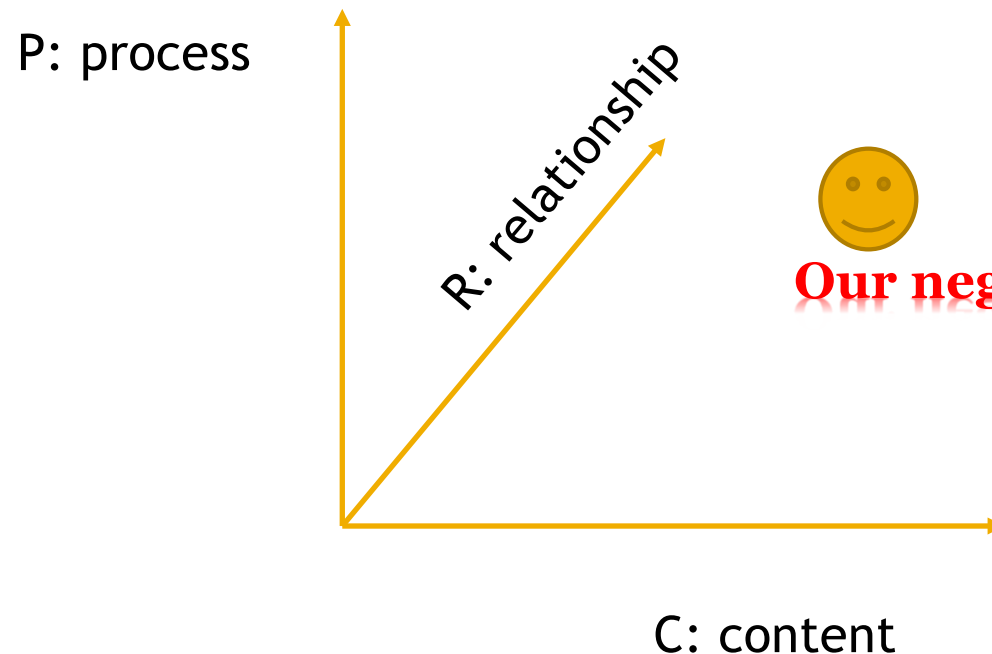
- Something must change, this is why we start a negotiation in the first place. The same applies to the partner.
- The status-quo, ie. the world before the negotiation will not stay unchanged, because even with no agreement, we do not lose the experience we gained during the negotiation. This is not always good news, but there is nothing we can do about it.
- Maybe we managed to destroy our relationship with the partner with the negotiation.

Dynamism of negotiations



- Our status is in perpetual change in the course of a negotiation.
- The AON approach follows this change in the status.
- Our model establishes a three dimensional space, in which the status of the participants can be visualized.

Three dimensions of the negotiation



A tárgyalásunk aktuális, azaz időtől függő állapotát ebben a három-dimenzió térben írja le egy pont (A).

Three aspects (dimensions) of negotiations that we may study:

- The content: what are we negotiating about?
- The process: how do we negotiate?
- The relationship: what happens to the relationship of the partners as a result of the negotiation?

Content of a negotiation

- Everything that we negotiate about
- It does not have to be constant. The content may change during the negotiation. The parties may agree to change what they negotiate about.
- Our goals and the other party's goals may also change, can be refined.

The process

- How do the positions of the partners change in the course of the negotiation(flexibility)?
- Why do the positions change?
- What are the techniques, tricks to achieve the goals?



Relationship of the negotiating parties



- Negotiations are being held in complicated environments.
- The parties are related to each other before and after the negotiation.
- The negotiation has an impact on their relationship.
- E.G. In the case of peace negotiations the agreements may have long-term effect on the relationship of the countries

Validity of the model

- There are alternative models for the study of negotiations.
- We could look at other factors, parameters, too.
- However, the above mentioned three dimensions (content, process, relationship) cannot be neglected.

The three-level model

- Opening: Parties decide to enter the negotiation. Individual positions are taken.
- Exploration: The parties get to know each others positions, the positions start to change
- Conclusion: agreement is reached or one or more parties leave the negotiation table.

The pyramid of the three level model

- The decision to enter the negotiation is necessary for the rest of the steps
- Negotiation is needed for the change of the originally distant positions - in order to reach an agreement
- The tip of the pyramid is the negotiated agreement

The successful negotiation



Hierarchy of the different layers

- Without position taking the negotiation will not happen
- Without getting to know the other parties' position we will not be able to change ours in the hope of an agreement,

Thank you for the attention

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