



Negotiation Management. A Case Study on Strategy Selection

Jochen Kasper

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Essay from the year 2014 in the subject Business economics - Trade and Distribution, grade: 1,0, , language: English, abstract: You will be supplied with an information brief describing the confidential negotiation positions and interests of two international organisations about to engage in negotiations. You have been engaged by both parties to the negotiation to prepare an independent detailed report advising them on a recommended approach to the negotiation. This should include a recommended negotiation strategy, negotiation best practices and an appraisal of the potential risks that may contribute to the conclusion of a suboptimal agreement or no agreement being reached. In preparing your report, you should consider all the relevant factors that may have a bearing on the negotiations. Whilst most of the report would apply to both organisations, you may wish to include separate confidential briefings for both parties on issues which are specific to them. In particular, you should make reference to relevant literature and concepts studied within the module.

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