

Entrepreneurship Curricula

Tutorial: Bargaining tactics

Objectives:

- to see an ongoing negotiation between an employee and his manager
- to explore the strategies and tactics of negotiation (slow process, resistance through brainstorming, using diagnostic questions, persuasive argumentation,
- to learn how to handle the lack of cooperation

Video - <https://www.youtube.com/watch?v=BA0DPaCiww>

Discussion Questions:

1. Did you like how the negotiation process went between Tom and his manager?
2. How Tom handled the lack of cooperation?
3. What do you need to have to be persuasive?