


CommentsLong Form

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Longer than: 6 seconds

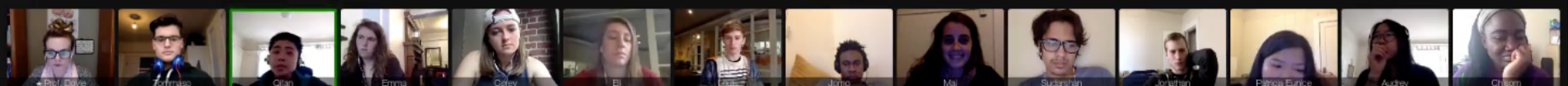
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Complex SystemsComplex Systems 2.04.2 #batnaHC1




HC Slide CS 2.04.2.pdf





Academics
SS51 Complex Systems

Prepare multidimensional Best Alternatives to a Negotiated Agreement (BATNAs) to a bottom line.


#batna






Negotiating is partly an art but also is informed by empirical findings and best practices. One best practice is to have well-defined BATNAs when going into the negotiation. Each BATNA defines what a person or party will do if negotiations fail. The key is to develop attractive alternatives in advance and to know when they outweigh specific possible outcomes from a negotiation. Prepare more than one BATNA, and order them according to different dimensions – which will be more or less relevant, depending on how a situation evolves.








0:57:02 / 1:12:21125% Playback

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- Marika spoke (24 seconds)

212:40
- Louis typed "The issue is interesting. I'd say overall that Mendez is correct in his..."13:07
- You bookmarked this moment13:29
- Samuel typed "I'd agree with that, but did you think of taking a step back and seeing if the..."13:52
- Qiqi spoke (24 seconds)

314:10
- Nicole spoke (24 seconds)

214:49

Add a General Comment

CHOOSE STUDENT

Louis Richardson

CHOOSE HC

#assertations

#batna

#multimedia

#ns141-morality

#batna: Identify and analyze premises...


2

ADD A COMMENT


There's real progress in your understanding this concept; please do apply this in your next homework assignment.

Save

ASSESSED CONTRIBUTIONS FOR ALL STUDENTS

Assessment Distribution: 

"I'm really impressed by what you said at this point. It shows real mastery of the HC that we were focusing on today."

2#batna

Marika Wallace - Spoken - 19:21 - [Edit](#)

"Nice use of the concept here, but be careful not to go overboard!"

2#assertations

Kathleen Petrzalka + [Add a general comment](#)