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Key Lessons from “Bargaining for Advantage” 1. Be familiar with your capabilities 2. A process of utmost

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importance 3. Cultural differences in negotiations. Be familiar with your capabilities. The successful negotiator is aware of its pros and cons and uses that knowledge in social interactions.

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18 Advantages and Disadvantages of Collective Bargaining ...

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six most important factors to consider are as follows: (1) bargaining style; (2) goals and expectations; (3) standards and norms; (4) relationships; (5) the other

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party's interests; and (6) leverage. Shell addresses each of these, in turn, in the first six chapters of Bargaining for Advantage. 1. Foundation
#1-Bargaining Style

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Indeed, a recent summary of more than thirty-four bargaining experiments performed between 1960 and 1980 concluded that a hard-line bargaining strategy (open high and concede slowly) is the best approach to transactional bargaining, especially if direct communication between the parties is limited (as may be the case in a home sale or any other transaction mediated by a broker).

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