Course work on negotiation for personal goals

Psychology, Success

Introduction

Negotiation is an essential tool in any social setting and should therefore be given utmost consideration when it comes to enhancing social relations between two parties. There are various reasons for employing negotiation tactics and the most significant one being the arising of a conflict. Therefore, negotiation is one of the most important aspects of conflict resolution. There are many tools of negotiation that may be used in conflict resolution.

One of the most significant tools of negotiation is considering the goals or interests of both parties. Once this consideration is made, then chances of biasness are limited hence advocating for justice and equality in the final decision making. This tool of negotiation is mainly applied in personal conflicts. This tool enhances negotiation because it simply eliminates the cases of pointing fingers on who is right or wrong.

Negotiations have as well been used to improve communal goals in different community or organizational settings. In this situation applying the tool of viewing the situations from a perspective of possibility rather than impossibility would bring out the best outcomes. Good negotiations mainly focus on the positivity of the situations. As a negotiator, one should hence focus and maximize on the positive outcomes and minimize and divert from negative outcomes. This achieved by trying to find a solution to the conflict rather than focusing on the negative results of the conflict.

Negotiation tools applied at the national and international levels are mainly similar. This is because these negotiations involve different nations. The

most appropriate tool of negotiation at this level should be based on maintaining peace and good relations between different nations. The most appropriate tool of negotiation would have to apply proactive and reactive thinking rather than projective thinking. Proactive and reactive thinking would tend to consider the interests of both parties.