

Negotiating is not the same as haggling

[Business](#), [Management](#)



25 January Article summary: Negotiating Is Not the Same as Haggling The article highlights merits and demerits of positional bargaining for providing a win-win situation for parties entering into a business relationship. Generally, people use hard approach while negotiating business deals (Weiss 1). In other words, the author is suggesting that people use positional bargaining through applying hard stance approach for obtaining maximum business objectives at the cost of other party. More clearly, people do not use “ we perspective” instead they are more interested to apply “ I perspective” in which they are less concerned about the motives, objectives and rationales being used by the counterpart for obtaining and securing her business objectives.

Subsequently, the author contends that this approach should be replaced by the latter approach “ we perspective” as it offers mutual benefits and collaborative paradigms which are highly productive for both parties.

Additionally, in the hard stance approach, the author contends that loss of risking relationship and creativity cannot be avoided besides this approach is more based on the concept of zero-sum game. However, the author insists that this approach (collaborative perspective) may not be suitable for all types of business bargaining as variety of situations exists which make it hard to use this paradigm for all business negotiations.

In a nutshell, the author emphasizes that the use of positional bargaining for securing mutual benefits is worth adopting approach as it enables both parties to understand rationale, motive and objective of the counterpart and that understanding would facilitate both parties to collaborative in a way that has clarity of objectives, motives and rationales as well.

Works Cited

Weiss, Jeff. “ Negotiating Is Not the Same as Haggling.” Harvard Business Review Blog Network 10 June 2014: 1-3. Print.