



Self Positioner Psychologic Negotiator

In order to enhance your learning experience, we kindly recommend to self-test your knowledge with this form. The entire intro should take up to about 15 minutes at most. Each question allows for none, one or several correct answers.

Example: The line "An investment in knowledge pays the best interest" stems from...

Please bring this form along to our training! a F. Bacon b R. Fisher c B. Franklin

1) Which of the following perception traps will influence the result of a negotiation [see MN: p108ff]
 a Recency effect b similarity & contrast failure c rule of reciprocation

2) Which of the following are cues for lying
 a lower pitch in voice b decreased pupil dilation c detail-oriented communication

3) Which is the most important element in securing a good negotiation relationship [MN: p101f]
 a mutual trust b open communication c lack of alternative routes

4) Which of the following negotiation types is convinced nice guys finish last? [MN: p76ff]
 a The Ostrich b The Teddy c The Cat

5) Which of the following negotiation types has a low relationship orientation? [MN: p78f]
 a The Shark b The Teddy c The Compromiser

6) People underestimate the wish to look good in the eyes of others and how this effects how... [S. Asch]
 a others will conform b they themselves will conform c anyone will conform

7) Resisting group pressure is... [Gregory Berns]
 a a good thing b giving emotional discomfort c triggering neural activity in the amygdala

8) Concerning wielding influence, which of the following psychological techniques are most effective?
 a The Rule of Scarcity b The Rule of Liking c The Rule of speaking the truth

9) Which of the following phrases describes the constructivist model best? [MN: p106f]
 a "logos" means word b negotiators need to work for results c The map is not the territory

10) The transactional analysis helps to identify... [MN: p56, 155f]
 a the opponent's style b communication patterns c the psychological state of your counterpart

11) What does psychology have to do with negotiation?

12) What are my personal negotiation strengths... and weaknesses? [compare MN: p16f]

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We are looking forward to learning and training with you!

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