

Unit 02: Negotiation Strategies and Biases

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Published 2014

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1. Unit 02: Negotiation Strategies and Biases

4. Chapter: Unit 02: Negotiation Strategies and Biases

1. Unit 02: Negotiation Strategies and Biases Questions

4.1.1. Assume you have a maximum of \$160 to spend but wish to spend no mor...

Author: Charles Jumper

Assume you have a maximum of \$160 to spend but wish to spend no more than \$130. The salesperson cites an initial price of \$150. What is the term for the difference in your positions?

Please choose only one answer:

- A BATNA
- A ZOPA
- A reservation point
- A tactic

Check the answer of this question online at [QuizOver.com](http://www.quizover.com):

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4.1.2. Which of the following descriptions might reflect social perception...

Author: Charles Jumper

Which of the following descriptions might reflect social perception biases?

Please choose only one answer:

- Social perception biases are inherently interpersonal.
- The nature of social bias is centered upon perception of social objects, events, and people.
- Social biases are the same as cognitive biases.
- Both answers A and B

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4.1.3. William Ury describes an ability of humans all around the world to ...

Author: Charles Jumper

William Ury describes an ability of humans all around the world to live together using dialogue, community problem solving, and conflict resolution. What is Ury's term for this concept?

Please choose only one answer:

- The Primary Side
- The Second Side
- The Third Side
- The Fourth Side

Check the answer of this question online at QuizOver.com:

Question: [William Ury describes an ability of humans Charles Jumper @Saylor](#)

Flashcards:

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4.1.4. You are entering a negotiation and plan to offer your best deal ear...

Author: Charles Jumper

You are entering a negotiation and plan to offer your best deal early in the process. Which of the following terms best describes this element of negotiation?

Please choose only one answer:

- A strategy
- A take it or leave it approach
- A tactic
- A reservation point

Check the answer of this question online at QuizOver.com:

Question: [You are entering a negotiation and plan Charles Jumper @Saylor Negotiations](#)

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4.1.5. You hope to spend no more than \$100 on a new piece of clothing. You...

Author: Charles Jumper

You hope to spend no more than \$100 on a new piece of clothing. You want to negotiate with the sales clerk for a suit that costs \$125. Which of the following terms best describes your \$100 in this negotiation?

Please choose only one answer:

- Your reservation point
- Your ZOPA
- Your BATNA
- None of these answers

Check the answer of this question online at [QuizOver.com](http://www.quizover.com):

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4.1.6. Zero sum negotiations are best represented by what image?

Author: Charles Jumper

Zero sum negotiations are best represented by what image?

Please choose only one answer:

- A fixed pie
- An enlarged pie
- A bar chart
- A line graph

Check the answer of this question online at QuizOver.com:

Question: [Zero sum negotiations are best represented Charles Jumper @Saylor](#)

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