

Unit 04:  
Managing  
Different  
Types of  
Business  
Negotiations

# Author: Charles Jumper

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## 1. Unit 04: Managing Different Types of Business Negotiations

## 4. Chapter: Unit 04: Managing Different Types of Business Negotiations

### 1. Unit 04: Managing Different Types of Business Negotiations Questions

#### 4.1.1. According to experts, what best practices describe effective negoti...

Author: Charles Jumper

According to experts, what best practices describe effective negotiations?

Please choose only one answer:

- Focus on interests not positions
- Focus on people not problems
- Identify objective criteria to determine success
- Both answers A and C

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#### 4.1.2. According to Joel Peterson, Stanford Graduate School of Business, w...

Author: Charles Jumper

According to Joel Peterson, Stanford Graduate School of Business, what do most business people consider important in their negotiations?

Please choose only one answer:

- Best price, warranties
- Most attractive terms, remedies
- Acceptable time frames
- All of these answers

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

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### 4.1.3. In a multi-party negotiation, what is the role of a "scout"?

Author: Charles Jumper

In a multi-party negotiation, what is the role of a "scout"?

Please choose only one answer:

- To acquire resources for the group
- To provide a more official link with the group's primary constituents and stakeholders
- To act as a go-between who obtains relevant material, such as statistics and reports
- To ensure the security of information

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

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#### 4.1.4. Mergers and acquisitions can often result in social benefits. What ...

Author: Charles Jumper

Mergers and acquisitions can often result in social benefits. What might be considered a social benefit of an M&A?

Please choose only one answer:

- It may provide better management or technical skill on underused assets.
- It may result in economies of scale.
- It can discourage managers in behaving in ways that fail to maximize profits.
- All of these answers

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

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#### 4.1.5. Which of the following terms describes the "underlying relationship..."

Author: Charles Jumper

Which of the following terms describes the "underlying relationship that develops and evolves whenever people bargain"?

Please choose only one answer:

- Shadow negotiation
- Integrative negotiation
- Distributive negotiation
- Win-win negotiation

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

Question: [Which of the following terms describes Charles Jumper @Saylor Negotiations](#)

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#### 4.1.6. You are planning to purchase a house and have contracted with a rea...

Author: Charles Jumper

You are planning to purchase a house and have contracted with a real estate salesperson to assist you. What is your role in this relationship?

Please choose only one answer:

- Counterpart
- Principal
- Agent
- Independent agent

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

Question: [You are planning to purchase a house and Charles Jumper @Saylor Negotiations](#)

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