**Negotiations Identification Worksheet**

Please check off on this sheet which of these situations represents a negotiation.

(You may wish first to answer all those you find easy and then go back to the others.)

* Buying a rug in a West African market
* Soliciting a new source of venture capital
* Trying to capture/kill a warlord in a regional war
* Trying to injure or ruin a competitor
* Writing back and forth with someone you do not know on the Internet
* Meeting your potential in-laws for the first time
* Giving or receiving commendation and criticism
* Deciding how the dishes will get done
* Borrowing a wonderful piece of clothing from a family member
* Deciding whether to stay late at work to finish up a project
* Making up, or rebuilding a relationship with someone you love
* Picking a successor for the CEO of a company where you are on the board
* Getting a child to go to bed
* Getting into a class or training program with limited enrollment
* Courting your Life’s Companion
* Laying off or firing someone
* Discussing the outsourcing of a business function with the manager of the function
* Deciding with a family member where to invest a small joint inheritance
* Soliciting a major gift from a major donor
* Soliciting bids for the new advertising campaign for your company
* Talking with your parent(s) this weekend
* Saying good-by to someone you will not see for a long time
* Finding an advisor, or a mentor, or a counselor, or a new dentist
* Discussing with a recruiter the salary and benefits you feel you deserve
* Trying to get back to sleep when something is worrying you
* Trying to shake off a stranger on the street who keeps walking with you
* Getting an extension on a paper or a project
* Apologizing to someone whose property you unknowingly damaged
* Seeing someone you dislike and turning away at a party
* Interviewing a potential baby-sitter
* Accepting a bribe
* Turning down a bribe
* Getting another country to lower a trade barrier
* Talking anonymously about an unsafe workplace condition with a Hot Line person
* Meeting a new teammate for the first time
* Struggling to stay on a diet or exercise plan or give up smoking