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## Assessing negotiators' performance - a negotiation-analytic evaluation system

By Martin Schilling

GRIN Verlag Dez 2007, 2007. Taschenbuch. Book Condition: Neu. 210x148x2 mm. This item is printed on demand - Print on Demand Neuware - Seminar paper from the year 2004 in the subject Psychology - Work, Business, Organisational and Economic Psychology, grade: 1,0, Free University of Berlin, 8 entries in the bibliography, language: English, abstract: Negotiation trainings are usually case study based. This paper presents a computer-based evaluation system to assess the performance of negotiators in negotiation-analytic case studies. The system thereby serves as a way to reinforce learning objectives of the course and to deliver a graphical comparison of performance between the participants. The evaluation system was developed for three types of cases: easy oneissue cases, more complex two-issue cases and most realistic multipleissue cases. Most important feature of the MS-Excel based evaluation system is to show participants, that most negotiation settings are nonzero sum games. In these settings contract combinations exist, which result in more benefits for both parties. The theoretical basis for zero-sum and non-zero sum settings are discussed in this paper as well. 24 pp. Englisch.



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