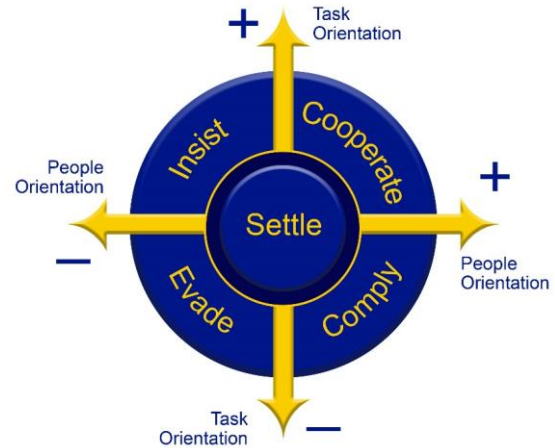


NSC Key Terms

Negotiation Strategies Chart



CNS

Cooperative Negotiation Strategy. Modeled after classical interest base negotiation principles, the Negotiation Center developed CNS as a tool for the military negotiator. CNS balances mission and relationships to choose negotiation strategies including cooperative, settle, insist, comply and evade.

Comply Strategy

A negotiating strategy from the NPSC. The comply strategy reflects low interest in task orientation and high interest in people orientation. The negotiator is concerned with establishing, preserving or improving his/her reputation or relationship. "We will do it your way."

Evade Strategy

A negotiating strategy from the NPSC. The evade strategy reflects low interest in people orientation or task orientation. The negotiator seeks to avoid engagement or negotiations.

Integrative Negotiation

Synonymous with the Cooperative Negotiation Strategy. This is a collaborative or win-win approach that looks to create value rather than just claim it (as in distributive bargaining). Goals are not mutually exclusive. A more partner-like approach that uses concepts from interest based negotiations for both parties to maximize their gains.

Insist Strategy

A negotiating strategy from the NPSC. The insist strategy reflects low interest in people orientation, but high interest in task orientation. The negotiator wants to see all his/her interests or outcomes met with little regard to people or relationships. "My way or the highway."

Settle Strategy

A negotiating strategy from the NPSC. This option is used when task and people orientation are similar or equal and the desire to develop a compromise solution. "Let's split the difference and call it a day."