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Subject: chapter 21 test and key. Professor, please advise with concerns. Thank you. Elyce

1. In successful negotiations, both parties ideally perceive that they have:

- *A. Given up something of limited value to gain something of major value.
- B. Given up something of major value to gain something of limited value.
- C. Nothing.
- D. None of the above.

2. The goal of negotiation is to achieve as strong a position for their organization as they can or at least to minimize the potential _____ for their weaker organization when negotiating with stronger opponents.

- *A. Loss
- B. Influence
- C. Defeat
- D. Harm

3. Often, negotiations result that one party may _____ more than the _____.

- *A. Gain; other
- B. Earn; other
- C. Succeed; other
- D. None of the above.

4. Clarifying objectives a company would not want to win a short term gain jeopardizing its long term _____.

- *A. Interests.
- B. Dividends.
- C. Profit margins.
- D. All of the above.

5. Which item qualifies as objective clarification:

- A. Setting the agenda.
- B. Obtaining information on the issue.
- C. None of the above.
- *D. Both A&B.

6. Logic and reasoning will not sway decision makers. An essential minimal requirement of negotiation is:

- *A. Preparing a sound case.
- B. Wisdom.
- C. Manipulation.
- D. Maneuverability.

7. Basic negotiating maneuvers to be watchful of are:

- A. Fall Accompli.
- *B. Limited Authority.
- C. Timid Pressures.
- D. A, B&C.

8. The definition of "Stonewalling" is:

- A. Throwing rocks at a wall.
- B. Pretending flat affect.
- C. Inflexibility.

*D.Placing an obstacle in the way of discussion.

9.An opponent attempting to shift the issue away from the original concern is creating:

A.a Distraction

B.a Digression

C.a Division.

*D.Diversion.

10.Advocating legislation, it is important to:

*A.Appoint a designee to track legislative process.

B.Avoid other community organizations.

C.Maintain ongoing face to face contact with legislatures.

D.Appoint a designee to teach legislative process.