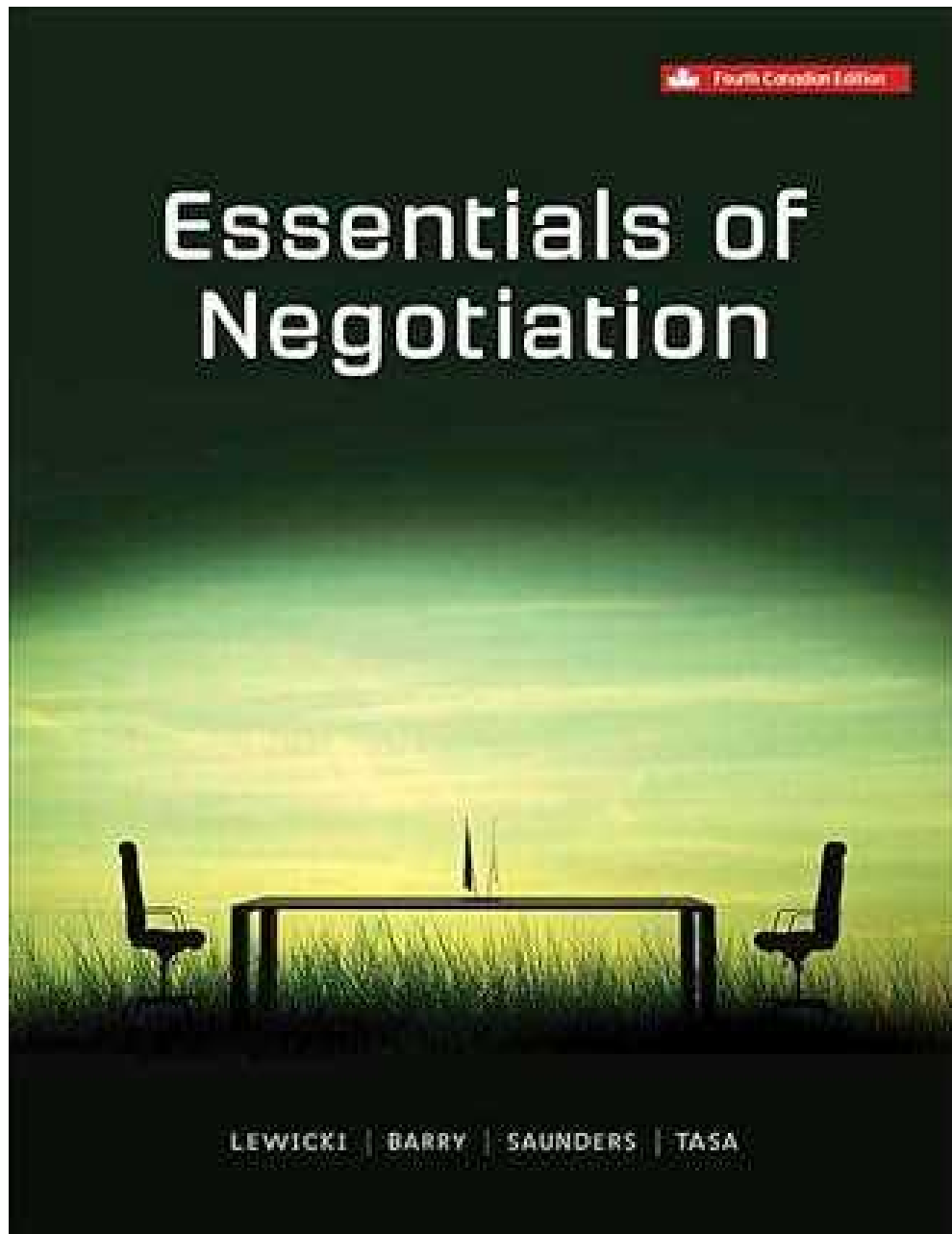


TEST BANK

Essentials of Negotiation

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4th Edition



Chapter 01 The Nature of Negotiation

True / False Questions

1. Negotiations occur for only one reason: to create something new that neither party could achieve alone.

FALSE

Accessibility: Keyboard Navigation

Difficulty: Medium

Learning Objective: 01-01 Define negotiation and explain the key elements of a negotiation process and the distinct types of negotiation.

Topic: 01-01 Becoming a Better Negotiator

2. Sometimes people fail to negotiate because they do not recognize that they are in a negotiable situation.

TRUE

Accessibility: Keyboard Navigation

Difficulty: Easy

Learning Objective: 01-01 Define negotiation and explain the key elements of a negotiation process and the distinct types of negotiation.

Topic: 01-01 Becoming a Better Negotiator

3. Good negotiators are made, not born.

TRUE

Accessibility: Keyboard Navigation

Difficulty: Easy

Learning Objective: 01-01 Define negotiation and explain the key elements of a negotiation process and the distinct types of negotiation.

Topic: 01-01 Becoming a Better Negotiator

Chapter 01 - The Nature of Negotiation

4. Negotiating parties rarely negotiate by choice.

FALSE

Accessibility: Keyboard Navigation

Difficulty: Medium

Learning Objective: 01-01 Define negotiation and explain the key elements of a negotiation process and the distinct types of negotiation.

Topic: 01-02 Characteristics of a Negotiation Situation

5. It is always a good time to negotiate, there are no conditions which make negotiation more favourable.

FALSE

Accessibility: Keyboard Navigation

Difficulty: Easy

Learning Objective: 01-01 Define negotiation and explain the key elements of a negotiation process and the distinct types of negotiation.

Topic: 01-02 Characteristics of a Negotiation Situation

6. Most individuals in Western culture do not negotiate enough.

TRUE

Accessibility: Keyboard Navigation

Difficulty: Hard

Learning Objective: 01-01 Define negotiation and explain the key elements of a negotiation process and the distinct types of negotiation.

Topic: 01-02 Characteristics of a Negotiation Situation

7. Successful negotiation involves the management of tangibles (e.g., the price or the terms of an agreement) and also the resolution of intangibles.

TRUE

Accessibility: Keyboard Navigation

Difficulty: Medium

Learning Objective: 01-01 Define negotiation and explain the key elements of a negotiation process and the distinct types of negotiation.

Topic: 01-02 Characteristics of a Negotiation Situation

Chapter 01 - The Nature of Negotiation

8. Intangible factors are the underlying psychological motivations that may directly or indirectly influence the parties during a negotiation.

TRUE

Accessibility: Keyboard Navigation

Difficulty: Medium

Learning Objective: 01-01 Define negotiation and explain the key elements of a negotiation process and the distinct types of negotiation.

Topic: 01-02 Characteristics of a Negotiation Situation

9. *Independent* parties can meet their own needs without the help and assistance of others.

TRUE

Accessibility: Keyboard Navigation

Difficulty: Easy

Learning Objective: 01-02 Describe how people use negotiation to manage situations of interdependence.

Topic: 01-03 Managing Interdependence

10. Dependent parties never rely on others for what they need.

FALSE

Accessibility: Keyboard Navigation

Difficulty: Easy

Learning Objective: 01-02 Describe how people use negotiation to manage situations of interdependence.

Topic: 01-03 Managing Interdependence

11. The mix of convergent and conflicting goals characterizes many interdependent relationships.

TRUE

Accessibility: Keyboard Navigation

Difficulty: Easy

Learning Objective: 01-02 Describe how people use negotiation to manage situations of interdependence.

Topic: 01-03 Managing Interdependence

Chapter 01 - The Nature of Negotiation

12. The interdependence of people's goals, and the structure of the situation in which they are going to negotiate, has little effect on the negotiation processes and outcomes.

FALSE

Accessibility: Keyboard Navigation

Difficulty: Medium

Learning Objective: 01-02 Describe how people use negotiation to manage situations of interdependence.

Topic: 01-03 Managing Interdependence

13. The purpose of a distributive negotiation is to create value.

FALSE

Accessibility: Keyboard Navigation

Difficulty: Medium

Learning Objective: 01-03 Explain how negotiation fits within the broader perspective of processes for managing conflict.

Topic: 01-05 Value Claiming and Value Creating

14. Whether you should or should not agree on something in a negotiation depends entirely upon the attractiveness to you of the best available alternative.

TRUE

Accessibility: Keyboard Navigation

Difficulty: Easy

Learning Objective: 01-02 Describe how people use negotiation to manage situations of interdependence.

Topic: 01-03 Managing Interdependence

15. Distributive bargaining is most appropriate when the likelihood of having to bargain with the other party again in the future is low.

TRUE

Accessibility: Keyboard Navigation

Difficulty: Medium

Learning Objective: 01-03 Explain how negotiation fits within the broader perspective of processes for managing conflict.

Topic: 01-05 Value Claiming and Value Creating