

Negotiation

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Negotiation is a dialogue between two or more parties to resolve points of difference, gain an advantage for an individual or collective, or craft outcomes to satisfy various interests. The parties aspire to agree on matters of mutual interest. The agreement can be beneficial for all or some of the parties involved. The negotiators should establish their own needs and wants while also seeking to understand the wants and needs of others involved to increase their chances of closing deals, avoiding conflicts, forming relationships with other parties, or maximizing mutual gains. Distributive negotiations, or compromises, are conducted by putting forward a position and making concessions to achieve an agreement. The degree to which the negotiating parties trust each other to implement the negotiated solution is a major factor in determining the success of a negotiation.

People negotiate daily, often without considering it a negotiation. Negotiations may occur in organizations, including businesses, non-profits, and governments, as well as in purchasing and sales, legal proceedings, and personal situations such as marriage, divorce, parenting, friendship, etc. Professional negotiators are...

Negotiation theory

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Another classification of theories distinguishes between Structural Analysis, Strategic Analysis, Process Analysis, Integrative Analysis, and behavioral analysis of negotiations.

Negotiation is a strategic discussion that resolves an issue in a way that both parties find acceptable. Individuals should make

separate, interactive decisions; and negotiation analysis considers how groups of reasonably bright individuals should and could make joint, collaborative decisions. These theories are interleaved and should be approached from the synthetic perspective.

== Common assumptions of most theories ==

Negotiation is a specialized and formal version of conflict resolution, most frequently employed when important issues must be agreed upon. Negotiation is necessary when one party requires the other party's agreement to achieve its aim. The aim of negotiating is to build a shared environment leading to long-term trust, and it often involves a third, neutral party to extract the issues from the emotions and keep the individuals concerned focused. It is a powerful method...

Program on Negotiation

The Program on Negotiation (PON) is a university consortium dedicated to developing the theory and practice of negotiation and dispute resolution. As

The Program on Negotiation (PON) is a university consortium dedicated to developing the theory and practice of negotiation and dispute resolution. As a community of scholars and practitioners, PON serves a unique role in the world negotiation community. Founded in 1983 as a special research project at Harvard Law School, PON includes faculty, students, and staff from Harvard University, Massachusetts Institute of Technology, Tufts University, and Brandeis University.

The Program on Negotiation publishes the quarterly Negotiation Journal and the monthly Negotiation Briefings newsletter, and distributes the annual Harvard Negotiation Law Review. Throughout the year PON offers a number of courses and training opportunities ranging in length from one day to an entire semester.

== History ==

In 1979, co-authors of the bestseller *Getting to Yes: Negotiating Agreement without Giving In*, Roger Fisher and William Ury, along with Bruce Patton founded the Harvard Negotiation Project (HNP), with a mission to improve the theory, teaching, and practice of negotiation and dispute resolution, so that people could deal more constructively with conflicts ranging from the interpersonal to the international...

The Negotiation (The Office)

"The Negotiation" (originally titled "Labor Negotiation") is the nineteenth episode of the third season of the American comedy television series The Office

"The Negotiation" (originally titled "Labor Negotiation") is the nineteenth episode of the third season of the American comedy television series The Office and the show's forty-seventh episode overall. The series depicts the everyday lives of office employees in the Scranton branch of the fictional Dunder Mifflin Paper Company. In this episode, Roy Anderson (David Denman) tries to attack Jim Halpert (John Krasinski) for kissing Pam Beesly (Jenna Fischer) in "Casino Night", only to be pepper-sprayed by Dwight Schrute (Rainn Wilson). Jim repeatedly tries to thank Dwight for his actions, but each attempt is rejected. Meanwhile, with Roy fired, Darryl Philbin (Craig Robinson) asks for a raise and is astounded when he learns that this raise would cause him to be paid more than his boss, Michael Scott (Steve Carell).

"The Negotiation" first aired on April 5, 2007 on NBC as a longer, "super-sized" episode. It was written by Michael Schur and directed by Jeffrey Blitz, and featured the end of Roy's plot arc to win back Pam, his former fiancée. This also marked the end of Denman's recurring tenure on the show, though he made guest appearances in subsequent seasons. The episode also included...

Application-Layer Protocol Negotiation

Application-Layer Protocol Negotiation (ALPN) is a Transport Layer Security (TLS) extension that allows the application layer to negotiate which protocol

Application-Layer Protocol Negotiation (ALPN) is a Transport Layer Security (TLS) extension that allows the application layer to negotiate which protocol should be performed over a secure connection in a manner that avoids additional round trips and which is independent of the application-layer protocols. It is used to establish HTTP/2 connections without additional round trips (client and server can communicate over two ports previously assigned to HTTPS with HTTP/1.1 and upgrade to use HTTP/2 or continue with HTTP/1.1 without closing the initial connection).

== Support ==

ALPN is supported by these libraries:

Content negotiation

In computing, content negotiation refers to mechanisms defined as a part of HTTP that make it possible to serve different versions

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In computing, content negotiation refers to mechanisms defined as a part of HTTP that make it possible to serve different versions of a document (or more generally, representations of a resource) at the same URI, so that user agents can specify which version fits their capabilities the best. One classical use of this mechanism is to serve an image in GIF or PNG format, so that a browser that cannot display PNG images (e.g. MS Internet Explorer 4) will be served the GIF version.

A resource may be available in several different representations; for example, it might be available in different languages or different media types. One way of selecting the most appropriate choice is to give the user an index page and let them select the most appropriate choice; however it is often possible to automate the choice based on some selection criteria.

== Mechanisms ==

HTTP provides for several different content negotiation mechanisms including: server-driven (or proactive), agent-driven (or reactive), transparent, and/or hybrid combinations thereof.

Crisis negotiation

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Crisis negotiation is a law enforcement technique used to communicate with people who are threatening violence (workplace violence, domestic violence, suicide, or terrorism), including barricaded subjects, stalkers, criminals attempting to escape or evade arrest, and hostage-takers. Crisis negotiation is often initiated by the first officer(s) on the scene.

== History ==

Modern hostage negotiation principles were established in 1972 when New York City Police Department detective Harvey Schlossberg, also a psychologist, recognized the need for trained personnel in crisis intervention. Schlossberg had worked on the David Berkowitz ("Son of Sam") case, and had instituted other psychological principles in police work, including psychological screening of police applicants. Schlossberg's negotiation strategies were used during the 1973 Brooklyn hostage crisis and were crucial in ensuring the peaceful resolution of the standoff.

The first hostage negotiators were often deployed as elements of police tactical units and merely created a diversion while they deployed. In modern usage, while sometimes acting independently, hostage negotiation teams are often deployed in conjunction with police...

Face negotiation theory

Face negotiation theory is a theory conceived by Stella Ting-Toomey in 1985, to understand how people from different cultures manage rapport and disagreements

Face negotiation theory is a theory conceived by Stella Ting-Toomey in 1985, to understand how people from different cultures manage rapport and disagreements. The theory posited "face", or self-image when communicating with others, as a universal phenomenon that pervades across cultures. In conflicts, one's face is threatened; and thus the person tends to save or restore his or her face. This set of communicative behaviors, according to the theory, is called "facework". Since people frame the situated meaning of "face" and enact "facework" differently from one culture to the next, the theory poses a cross-cultural framework to examine facework negotiation. The definition of face varies depending on the people and their culture and the same can be said for the proficiency of facework. According to Ting-Toomey's theory, most cultural differences can be divided by Eastern and Western cultures, and her theory accounts for these differences.

== Background ==

In this theory, "face" is a metaphor for self-image, which originated from two Chinese conceptualizations: lien and mien-tzu. Lien is the internal moral face that involves shame, integrity, debasement, and honor issues. Mien-tzu, on...

The Negotiation (film)

The Negotiation (Korean: 협박; RR: Hyeopsang) is a 2018 South Korean crime thriller film directed by Lee Jong-seok and starring Son Ye-jin and Hyun Bin

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== Plot ==

Negotiation (disambiguation)

Negotiation (The Office), an episode
The Negotiation (Brooklyn Nine-Nine), an episode
The Negotiation (FlashForward), an episode

Negotiation is a process of resolving disputes through discussion, without using force.

Negotiation may also refer to:

"The Negotiation" (The Office), an episode

"The Negotiation" (Brooklyn Nine-Nine), an episode

"The Negotiation" (FlashForward), an episode

The Negotiation (film), a 2018 South Korean film

Negotiations (Free Agents album), 2002

Negotiations (The Helio Sequence album), 2012

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