

LET'S NEGOTIATE!

Elizabeth Banks, MS, CPPB, VCO, VCA

Monique Curley, CPPB, VCO, VCA

*Tonia Perry, VCCO, VCO, VCA

Accommodating

Accommodating negotiators spend a great deal of time building and maintaining relationships with the other party.



Avoiding

Avoiding negotiators really dislike negotiations.



Collaborative

Collaborative negotiators are open and honest, and understand the concerns and interests of the other party.



Competitive

Competitive negotiators are results-driven.



Compromising

A compromising negotiator's main concern is doing what is fair for both parties and finding middle ground.



Most Likely To Win Against...

Accommodating Negotiator → Compromising Negotiator

Avoiding Negotiator → Accommodating Negotiator

Collaborative Negotiator → Competitive or Avoiding Negotiator

Competitive Negotiator → Accommodating Negotiator

Compromising Negotiator → Avoiding Negotiator

No one wins against a Collaborative Negotiator