

What type of negotiator are you?

SOURCE : <http://www.intellego.fr/soutien-scolaire-grande-ecole/aide-scolaire-communication/test-de-vente-et-de-negociation-test-sur-quel-negociateur-etes-vous-/23498>

«The tasks of a negotiator and negotiation situations seem to vary a lot but they share common points⁽¹⁾ ».

A) Answer each question spontaneously. If you agree with one of the following affirmation tick the corresponding box. If you do not agree do not write anything.

- 1- In some negotiations, you adopt a cordial attitude in order to reduce your partner's vigilance
- 2- Even though it may lead to the loss of an important advantage, you don't commit to something that you are not sure to keep
- 3- When you negotiate with several partners, you try to take advantage of their divisions.
- 4- You are ready to make concessions when you are discussing with sympathetic people.
- 5- In the course of a negotiation, you may lie to find out what is the true position of the other person.
- 6- In matters which concern you, you try to obtain an agreement which gives you entire satisfaction.
- 7- When others are asking too much, you pretend to leave so that they will compromise.
- 8- You think that revealing your goals to the other person at the beginning of the process gives the other person incentives to reveal their objectives.
- 9- Even though the focus of the negotiation is one issue, you make promises about potential future opportunities so that you win the negotiation.

- 10- At the beginning of a negotiation you want to know where the other person wants to go.
- 11- When your good faith and your point of view seem clear, you do not think that you need to strategize too much
- 12- In the course of a negotiation, you take the necessary time to find out what motivates the other person.
- 13- In the course of a negotiation you feel confident enough that you can influence and take advantage of the other person.
- 14- In an important negotiation, you will do whatever you can to achieve your objective, even if it is unethical.
- 15- You start negotiating on easiest points when you want to divert your partners' attention.
- 16- When the negotiation process is blocked, you give as much information as you can, to make it go start again.
- 17- Even though you are not confident in your arguments, you pretend you are sure when giving them, to try to achieve your objectives
- 18- You think that people are overall easy to influence and to convince in the course of a negotiation.
- 19- You don't start a negotiation process without having thought to propositions which your partners may be interested in.
- 20- You refuse to use strategies in the course of a negotiation because you consider that it is not honest.
- 21- In a negotiation you are used to clearly say what you think
- 22- You do not hesitate to highlight the other person's' weaknesses to put them in a difficult position.
- 23- Over the course of a negotiation process, you systematically increase your demands to obtain the maximum from others.
- 24- You think that people are generally not fooled when one hides them the truth.