## Questionnaire: What type of negotiator are you?

	RCE: http://www.intellego.fr/soutien-scolaire-grande-emunication/test-de-vente-et-de-negociation-test-sur-quel-negociateur-	
	"The tasks of a negotiator and negotiation situations seem to vary a common points $^{(1)}$ ".	a lot but they share
•	Answer each question spontaneously. If you agree with one firmation tick the corresponding box. If you do not agree do no	_
1-	In some negotiations, you adopt a cordial attitude in order to redu your partner's vigilance	ICE
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.	
	At the beginning of a negotiation you want to know where the other person wants to go.  When your good faith and your point of view seem clear, you	
	not think that you need to strategize too much  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.	



<b>23-</b> Over incre	the course of a neg ase your demands	gotiation process to obtain the ma	, you systema aximum from o	tically others.	
<b>24</b> - You them	think that people a the truth.	re generally not	fooled when o	ne hides	



## Analysis of the questionnaire

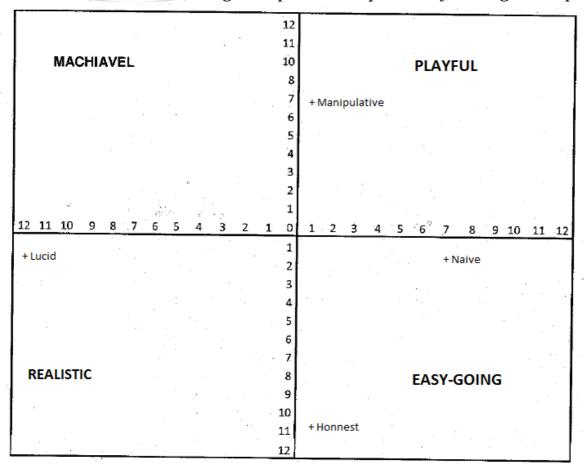
To establish your negotiation profile, you can circle in the matrix below the value corresponding to your answer. For instance if you have put X in question 1, you have to circle the score in the column Machiavel (M) and in the column Naive (N). If you do not have chosen that answer, no circle is needed. Finally, calculate the total of circles at the bottom of the matrix for each column.

## Scoring matrix

Question	Lucid	Machiavel	Naïve	Honest
1		1	1	
2	1			1
3	1	1		
4			1	1
5	1	1		
6	1			1
7		1	1	
8			1	1
9	1	1		
10	1			1
11			1	1
12	1			1
13		1	1	
14	1	1		
15		1	1	
16			1	1
17	1	1		
18		1	1	
19	1			1
20			1	1
21			1	1
22	1	1		
23		1	1	
24	1		1	
Totals				



Write your score in each of the four categories (L, N, H and M) and write them on the corresponding axes: lucid, naïve, honest and manipulative. Then link the four points on the axes with four straight lines. You will obtain a quadrangle with a diamond or sometimes triangle shape which represents your negotiator profile.





Your personal tendencies define which type of negotiator you are (Machiavel, Playful, Easy-going or Realistic). They can be obtained by calculating the totals in the following table.

Your personal tendencies:

Profile	Machiavel	Playful	Easy-Going	Realistic
Calculation	$\frac{L+M}{2}$	$\frac{M+N}{2}$	$\frac{N+H}{2}$	$\frac{H+L}{2}$
Total				

Your personal negotiator profile ensues from your two main tendencies:

- Your dominant tendency is the one with the highest score
- Your sub-dominant tendency is the one with the second highest score
- The two other tendencies are not very important as far as you are concerned

Here are the four negotiator profiles

Machiavel	Lucid and Manipulative	Skilled and formidable negotiator, good at politics. However, if he shows his skills to much this may lead
		to distrust
Playful	Manipulative and Naïve	Negotiator who thinks he is smart but who is quickly
		figured out by his partners
Easy-Going	Naïve and Honest	Honest negotiator who can fall into cynicism when he
		sees that other partners are not as honest as him
Realistic	Honest and Lucid	Solid negotiator, clear with his partners. This tendency, associated with a bit of the Machiavel
		j ,
		tendency represents in Western Europe and North
		America the profile of the good negotiator