

Negotiation Approaches jigsaw puzzle handout – complete the blank squares

	Competing Approach	Yielding Approach	Compromising Approach	Avoiding Approach	Collaborating Approach
Primary objective of negotiators who take this approach is to	Win	Preserve the relationship	Be fair	Avoid difficulty	Optimise outcomes
Identify this Approach in others by looking for these behavioural characteristics					
Character who best symbolises this Approach					
Biggest strength of negotiators who take this Approach			Ensures reasonable outcomes		
Biggest challenge to overcome for negotiators who take this Approach				Issues that may have been resolved through negotiation may remain unresolved	
Probability I will willingly fulfill the agreements made in the negotiation					
Probability the other party will willingly fulfill the agreements made in the negotiation			Medium		
Under pressure					