Negotiation 1st edition Winn Test Bank

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Negotiation (1st)

ISBN 9781544361857 | Chapter 1

Total Questions: 48

Multiple Choice (25)

Q1. *[Multiple Choice] · Cognitive Domain: Knowledge*

What are theories-in-practice?

a) Notions that guide your day-to-day decisions. ✓ correct
b) The knowledge gained from a negotiation experience.
c) Key factors that lead to successful practices.
d) The parts of negotiations that can be controlled.

Q2. *[Multiple Choice] · Cognitive Domain: Comprehension*

Thinking about how the text defines negotiation, which of the following is an outward behavior?

a) Present, past, future focused, or any combination of these.
b) An offer for exchange of goods, services, behaviors, or a combination of each. ✓ correct
c) A process in which a party adapts as they learn from the process or does not.
d) A process in which each party may be self-aware, other aware, both or neither.

Q3. *[Multiple Choice] · Cognitive Domain: Comprehension*

Thinking about how the text defines negotiation, which of the following is a mental activity?

a) An effort to take divergent positions and find a way to converge into a shared position.
b) An offer for exchange of goods, services, behaviors, or a combination of each.
c) Anticipatory, spontaneous, or a combination of both. ✓ correct
d) A fast, single offer that is accepted.

Q4. *[Multiple Choice] · Cognitive Domain: Comprehension*

Which negotiation element may be displayed as two parties adjusting the terms of a sale?

a) Present, past, future focused, or any combination of these.
b) A process in which each party may be self-aware, other aware, both or neither.
c) An offer for exchange of goods, services, behaviors, or a combination of each. ✓ correct
d) A process in which a party adapts as they learn from the process or does not.

Q5. *[Multiple Choice] · Cognitive Domain: Comprehension*

When pausing during a negotiation conversation and asking if you are focusing on what matters most to you, you are using which negotiation element?

a) A process in which a party adapts as they learn from the process or does not.
b) Present, past, future focused, or any combination of these.
c) An offer for exchange of goods, services, behaviors, or a combination of each.
d) A process in which each party may be self-aware, other aware, both or neither. ✓ correct

Q6. *[Multiple Choice] · Cognitive Domain: Analysis*

Which of the following single content may be included in a negotiation?

a) Unrestricted behavior of self in future
b) Product with a lack of services attached
c) Service exchange ✓ correct
d) Multiple product exchanges

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Q7. *[Multiple Choice] · Cognitive Domain: Comprehension*

Which of the following is the negotiation of goods or barter of set of goods for another?

a) Restricting behavior or representation of self/constituents in future
b) Product of service exchange with ongoing services attached
c) Service exchange
d) Simple product exchange ✓ correct

Q8. *[Multiple Choice] · Cognitive Domain: Comprehension*

Which of the following is the negotiation for the exchange of goods for services or the bartering of services for other services in return?

a) Restricting behavior or representation of self/constituents in future
b) Product of service exchange with ongoing services attached
c) Service exchange ✓ correct
d) Simple product exchange

Q9. *[Multiple Choice] · Cognitive Domain: Comprehension*

Which of the following negotiations may include a non-disclosure agreement or are part of a mediated settlement of differences?

a) Service exchange
b) Simple product exchange
c) Product of service exchange with ongoing services attached
d) Restricting behavior or representation of self/constituents in future ✓ correct

Q10. *[Multiple Choice] · Cognitive Domain: Comprehension*

What are the big puzzle pieces that are part of negotiations?

a) What, why, where
b) When, where, who
c) What, how, why ✓ correct
d) What, how, when

Q11. *[Multiple Choice] · Cognitive Domain: Comprehension*

Which of the following is a purpose of negotiating?

a) To secure commitment or compliance to a course.
b) To guide, govern, and set expectations for behavior.
c) To discover where there is flexibility in the other party's stated position. ✓ correct
d) To recognize there not an agreement about some expectation or set of expectations.

Q12. *[Multiple Choice] · Cognitive Domain: Analysis*

Why should you negotiate with someone?

a) They know you will not walk away.
b) They have something you desire. ✓ correct
c) You have something they want.
d) They need your assistance to move forward.

Q13. *[Multiple Choice] · Cognitive Domain: Comprehension*

When negotiating, it is important to have _____ the other party.

a) history with
b) trust in ✓ correct
c) competing interests with
d) a completed assessment of

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Q14. *[Multiple Choice] · Cognitive Domain: Comprehension*

In order for an assumption to be true, there needs to be _____ proof.

a) quite a bit of
b) absolute
c) no ✓ correct
d) a little

Q15. *[Multiple Choice] · Cognitive Domain: Comprehension*

Which of the following is true about assumptions?

a) They may be widely used.
b) They are always grounded in truth.
c) They are beliefs about people. ✓ correct
d) They are often based on a story.

Q16. *[Multiple Choice] · Cognitive Domain: Comprehension*

Myths are _____.

a) understandings about how the world works
b) ideas about cause and effect relationships
c) beliefs about people
d) based upon previous experiences ✓ correct

Q17. *[Multiple Choice] · Cognitive Domain: Comprehension*

Which myth sells popular books and sounds good on a reality TV show?

a) Be ready to walk away
b) Always ask for something you are willing to give up
c) Never make the first offer
d) It's all about winning ✓ correct

Q18. *[Multiple Choice] · Cognitive Domain: Comprehension*

Which myth is true in most negotiations?

a) Be ready to walk away ✓ correct
b) Always ask for something you are willing to give up
c) Never make the first offer
d) It's all about winning

Q19. *[Multiple Choice] · Cognitive Domain: Comprehension*

Which tactic can complicate the process because people load up on too many requests?

a) You can't negotiate with someone you don't trust.
b) Always ask for something you are willing to give up. ✓ correct
c) Poker players make the best negotiators.
d) The best negotiators think fast.

Q20. *[Multiple Choice] · Cognitive Domain: Comprehension*

For which myth, do you need to have process markers to ensure compliance with the agreement?

a) You can't negotiate with someone you don't trust. ✓ correct
b) Always ask for something you are willing to give up.
c) The best negotiators think fast.
d) Poker players make the best negotiators.

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Q21. *[Multiple Choice] · Cognitive Domain: Application*

In negotiating, when you feel you cannot win or break even, then you are experiencing _____.

a) being taken advantage of
b) blame
c) a lack of time to analyze options
d) being out of control ✓ correct

Q22. *[Multiple Choice] · Cognitive Domain: Analysis*

Which of the following may cause exhaustion when negotiating?

a) When you can only think about what went wrong in past negotiations. ✓ correct
b) When you held firm to your values and the other side came around.
c) When you avoid something bad happening to others as a result of negotiation skills.
d) When you are one step closer to the larger goal as a result of negotiating.

Q23. *[Multiple Choice] · Cognitive Domain: Comprehension*

During negotiations, when may your biases affect the process?

a) When the other party does not understand the message. ✓ correct
b) When you are worried about being taken advantage of.
c) When you think you are likely to be blamed.
d) When the other party is overly emotional.

Q24. *[Multiple Choice] · Cognitive Domain: Analysis*

If you go into a negotiation knowing the game plan and target, then you are _____.

a) creative
b) biased
c) prepared ✓ correct
d) not afraid

Q25. *[Multiple Choice] · Cognitive Domain: Comprehension*

What is a key aspect to many negotiations?

a) Bias
b) Confidence ✓ correct
c) Fear
d) Mixed messages

True/False (10)

Q26. *[True/False] · Cognitive Domain: Knowledge*

Effective negotiating is more than just periodically making deals, but an ever-present way of moving your career and life forward with others.

a) True ✓ correct
b) False

Correct answer: True

Q27. *[True/False] · Cognitive Domain: Knowledge*

Negotiation never has modifications. It is the process of getting and acknowledging an acceptable offer.

a) True
b) False ✓ correct

Correct answer: False

Q28. *[True/False] · Cognitive Domain: Comprehension*

Internally negotiating is a simple psychological experience.

a) True

b) False ✓ correct

Correct answer: False

Q29. *[True/False] · Cognitive Domain: Comprehension*

A non-disclosure agreement is an example of a service exchange.

a) True

b) False ✓ correct

Correct answer: False

Q30. *[True/False] · Cognitive Domain: Comprehension*

Negotiations consist of the content, process, and the behavior of others.

a) True ✓ correct

b) False

Correct answer: True

Q31. *[True/False] · Cognitive Domain: Knowledge*

An assumption is a condition that is accepted as a given or as true.

a) True ✓ correct

b) False

Correct answer: True

Q32. *[True/False] · Cognitive Domain: Comprehension*

A myth is “the belief is always false,” causing us to question its validity.

a) True

b) False ✓ correct

Correct answer: False

Q33. *[True/False] · Cognitive Domain: Comprehension*

When you discover where there is flexibility in the other party’s stated position, then you are negotiating.

a) True ✓ correct

b) False

Correct answer: True

Q34. *[True/False] · Cognitive Domain: Comprehension*

It is more difficult to negotiate in the present when your mind is clear about the intent.

a) True

b) False ✓ correct

Correct answer: False

Q35. *[True/False] · Cognitive Domain: Comprehension*

Increased attention to your own personal reactions can help you separate that “inner voice” from external negotiation activities.

a) True ✓ correct

b) False

Correct answer: True

Essay (13)

Q36. *[Essay] · Cognitive Domain: Analysis*

Why is using recall a good start to thinking about negotiation?

Suggested answer: *Sample response: Answers may vary.*

Q37. *[Essay] · Cognitive Domain: Comprehension*

What are some questions you can ask yourself to help remember what you already know about negotiating?

Suggested answer: *Sample response: Answers may vary.*

Q38. *[Essay] · Cognitive Domain: Knowledge*

Define negotiation.

Suggested answer: *Sample response: Answers may vary.*

Q39. *[Essay] · Cognitive Domain: Comprehension*

What may be included in the content of negotiation?

Suggested answer: *Sample response: Answers may vary.*

Q40. *[Essay] · Cognitive Domain: Knowledge*

What are the three pieces of negotiation?

Suggested answer: *Sample response: Answers may vary.*

Q41. *[Essay] · Cognitive Domain: Knowledge*

What is the “how” of negotiating?

Suggested answer: *Sample response: Answers may vary.*

Q42. *[Essay] · Cognitive Domain: Knowledge*

What is the “why” of negotiations?

Suggested answer: *Sample response: Answers may vary.*

Q43. *[Essay] · Cognitive Domain: Comprehension*

What is the purpose of negotiating?

Suggested answer: *Sample response: Answers may vary.*

Q44. *[Essay] · Cognitive Domain: Analysis*

Why negotiate?

Suggested answer: *Sample response: Answers may vary.*

Q45. *[Essay] · Cognitive Domain: Comprehension*

Define assumption.

Suggested answer: *Sample response: Answers may vary.*

Q46. *[Essay] · Cognitive Domain: Application*

Describe the elements of negotiation and using examples how they may be displayed.

Suggested answer: *Sample response: Answers may vary.*

Q47. *[Essay] · Cognitive Domain: Analysis*

Compare and contrast external and internal negotiations.

Suggested answer: *Sample response: Answers may vary.*

Q48. *[Essay] · Cognitive Domain: Application*

Using examples differentiate between myths and realities of common negotiation assumptions.

Suggested answer: *Sample response: Answers may vary.*