



## Simulationskurs Entscheidungsprozesse

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By Karina Oborune

GRIN Verlag Sep 2010, 2010. Taschenbuch. Book Condition: Neu. 210x148x1 mm. This item is printed on demand - Print on Demand Neuware - Seminar paper from the year 2008 in the subject Politics - International Politics - Topic: European Union, grade: A-, University of Basel (Europainstitute), course: Simulation course, language: English, abstract: 1. Definition of the Position (Simons/Tripp (2003) 'The Negotiation Checklist') 1.1. What is negotiation purpose of FINLAND The aim of negotiations is to allow the use of vegetable substitutes (production of chocolate consisting of vegetable fat other than cocoa butter) not just among seven Member States, but also in the European Union 1.2. What are the negotiations subjects 1.3. How important are these subjects for FINLAND 1.4. What is 'BATNA' (Best Alternative to Negotiated Agreement (Fisher/Ury)) for FINLAND 1.5. Partners of negotiation: what are their purposes How important for them are their purposes What are their BATNAs 1.6. Negotiations situation: Are there temporal restrictions Who is in to the most impatient one Which justice-norms are there 1.7. Relations between the negotiations participants. Which strategies and tactics turn other negotiations participants in 2. Which negotiation outcome would be a) in ideal, b) realistical evaluation of situation 3. How I...



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