Course Name: Negotiation Skills   Max Marks : 70

Course Code: 4103

Project Instructions

Answer the following questions in detail, providing real-life examples, illustrations, or personal experiences where applicable.

Use a clear and concise writing style. **Questions:** 1. **Understanding BATNA (Best Alternative to a Negotiated Agreement):

** Explain the concept of BATNA and why it is critical in negotiations. Provide an example from a business or personal negotiation where having a strong BATNA helped you or someone achieve a better outcome. How does one determine their BATNA in any given situation?

 2. **Exploring ZOPA (Zone of Possible Agreement):*

* Describe what ZOPA means in the context of negotiations. Use an illustration to show how ZOPA works when two parties have different interests. Why is identifying the ZOPA early in negotiations important for reaching a mutually beneficial deal?

 3. **Barriers to Effective Negotiation:** Identify three common barriers that can hinder successful negotiations. Provide an example of a negotiation where these barriers were present and explain how they impacted the outcome. What strategies can be used to overcome such barriers?

 4. **Stages of Negotiation Process:** Discuss the stages of the negotiation process, from preparation to closure. Illustrate each stage with an example of a business negotiation (e.g., salary negotiation, a merger, or a vendor agreement). Why is the preparation stage considered one of the most important?

 5. **Practical Scenario – Negotiating for a Zoo Partnership:** Imagine you are negotiating a partnership between a wildlife foundation and a zoo to improve conservation efforts. What factors should you consider while negotiating the partnership? How would you apply the concepts of BATNA, ZOPA, and the stages of negotiation to ensure both parties reach a satisfactory agreement? ---

 Submission Guidelines:

Write your responses in essay format. - Use examples and illustrations to support your answers. - The assignment should be between 1000-1500 words.

Good luck!