

1	Just coming to an agreement is the primary goal of negotiation				
2	I don't care how the other party feels about me; they need to give me what I need.				
3	I'm a team player, more comfortable in carrying out mission directives than being responsible for negotiating them.				
4	I am usually the quiet one during negotiations.				
5	Win - lose attitudes usually results in outcomes where both sides lose.				
6	No use getting worked up when trying to negotiate a tough issue; things usually work themselves out over time.				
7	I like working with guidance and getting the mission done rather than participating in negotiations.				
8	I'll listen to their ideas, but only if they really meet my requirements.				
9	The ultimate agreement is when everyone gets most of what they need, not necessarily what they want.				
10	Coming out of a negotiation as friends with the other side is more important than getting what I want.				
11	Rational discussions should guide a negotiation, not feelings.				
12	In a negotiation, I must usually go it alone to get what I want.				
13	I believe that we should always trust that the other side will do the right thing.				
14	A good negotiator explores all options, no matter how bizarre.				
15	It is good to have a reputation as a tough, demanding negotiator, people respect that and will listen more closely to their positions.				
16	It is a bad idea to start a negotiation by stating your position.				
17	Limiting the information I share with the other side and putting my spin on the delivery of that information is just part of being an effective				
18	The world is not going to end if my current needs aren't met. It's just not that important.				
19	It is a good idea to start with a firm position so you have something to maneuver from.				
20	Negotiations means you have to give some to get some.				
21	Drawn out negotiations is a waste of time. I adjust my opening bid just far enough away from their opening bid so we can quickly meet in the middle and get on with executing the deal.				
22	A fair negotiation is when both parties agree to split the difference and meet in the middle.				
23	I don't see myself as having the power, skills, or personality to successfully negotiate.				
24	Negotiators should tell each other up front what is most important to them.				
25	Negotiation is simply sharing what's on the table.				
26	Negotiations are distasteful to me because they are always too competitive.				
27	There are always some differences that can't be resolved. I am willing to make a deal even if it doesn't really solve my problem.				
28	I prefer leaving negotiations to others; I am flexible and have enough imagination to work with whatever deal is made.				
29	The more my position prevails, the more I feel the negotiation was a success.				
30	In a negotiation, a group derived solution is the best solution.				
31	Negotiation starts with demanding what you want but settling for what you have to have.				
32	It is more important to leave a negotiation with a good relationship than a good deal. I can always make up what I lose now in a later session.				
33	Negotiations = Compromise.				
34	Mission first, then I worry about people.				
35	It's not always bad for the other side to get things their way, they'll "owe me" next time.				
	SUM:				