1. Agreement

The best agreement among the negotiation exercises is Sanibel Island Negotiation and the worst agreement that I had is for buying a car negotiation. Sanibel Island negotiation was the best agreement because it was win-win negotiation and both parties were happy about the outcome of negotiation at the end. We come up with tactics to reach an effective integrative agreement. Also, we prepared for this negotiate. On the other hand, buying a car negotiation was worst negotiation I had because I wasn’t really prepared and I wasn’t set up my reservation point and target. Anyway, these negotiations open my mind to new tactics and ideas to get a win-win outcome.

2. Process

Our strategy to reach an agreement was to focus on getting more floors, so that helped in Sanibel Island’ negotiation exercise, our group was developer and the other party was environmentalist. Both parties agreed to discuss the issues that seem easy to reach to an agreement. We have a good idea that if we can build the swimming pool on top of the hotel that mean getting more points by having the top floor of the hotel as fifth floor. Also, we got points by building road contact to the pool. We both agreed that dirt glue is a great for environment specifically it will not affect people and environment. Moreover, we got good points for not
building buffer zone and retention pond. In this negotiation all parties were very happy about the result. Finally, there were many factors helped us to make a good agreement. Interest, trust, preparation are important factors in Sanibel Island Negotiation.

**Conceptual Analysis**

Throughout negotiation class I learned that the perspective and interest between parties are important factors to make a success negotiation. There are many concepts that were demonstrated by the Sanibel Island” negotiation exercise. First, by taking the perspective of the other party, we got to win-win negotiation. We came to negotiation table full understood of environment people needs and desires. Thus, we came up with a good idea that we can build pool on the top of the hotel. We both agreed to build that pool so that our group gains more points by having five floors. By taking the perspective of the party, we were able to success in this exercise. Next, the interesting between parties is a very helpful to reach agreement. In Sanibel Island Negotiation exercise both parties have real interesting in building that hotel with different concept. Our group came to negotiation table with high interesting to make a good business in that area. We were looking to make a good deal as businesspeople who understood of other party interest. On the other hand, the other party has same interest to build the hotel. Our group realized that the environment group has real interest of making a good business to help people who leave in this area.

Another negotiation experience that I has had illustrate the same concepts was five years ago in Saudi Arabia with my manager in Albarakat Group. I was asking for higher salary and other benefits. There was real perspective and interest between me and the owner of the company and other managers. On the negotiation table I took advantage of these concepts. The result of
that negotiation was very wonderful and unique. I got a salary rise by fifty percent, new car and higher position.

Learning

Through my negotiation exercises that I did in the class, I learnt that I am more likely an integrative form of negotiation. I always have perspective for other party. Also, I realized that I usually build a high trust and relationship with other party. Moreover, I learnt that I am a tough negotiator. Anyway, I will be hard on the problem, soft on the people for my future negotiation.

I am really happy with what I learned in negotiation class. I believe that my negotiation skills improved. Many things I learned in negotiation class. First, I learned that “preparation, preparation, preparation” is the key to success negotiation. Then, now I understood the important of trust and relationship between negotiators. Also, personal negotiation plan is important factors I learned. Next, understanding of other party and situation is very helpful. Moreover, I learned that I have to separate people from the problem and focus on interests and consider the other party’s situation. Finally and most important, I learned to be hard on the problem, soft on the people.

Take-Always

The aspects of negotiation that went well and I would do it again are establishing trust, building a relationship, shirring interest and perspective between parties. Strongly, I believe these aspects important factors making a successful negotiation and getting a win-win outcome. So, this encourages me to focus on the issues in a way that are jointly beneficial to both sides.