



ICM

DECEMBER 2016

NEGOTIATION

Instructions to candidates:

- a) Time allowed: Three hours (plus an extra ten minutes' reading time at the start – do not write anything during this time)
 - b) Answer any FIVE questions
 - c) All questions carry equal marks. Marks for each question are shown in []
1. Critically review EACH of the commonly recognised stages in the negotiating process. [20]
 2. Review the cultural and other factors that impact on the content and style of negotiations in the USA. [20]
 3. Explain why it is important for an international negotiator to have and maintain high aspirations during the negotiating process. [20]
 4. Analyse the actions that an international negotiator should take to overcome the problems associated with culture shock. [20]
 5. Adopting a comprehensive and robust approach to planning a negotiation can have a significant impact on its outcome. Analyse the stages involved in planning a negotiation. [20]
 6. Review the main negotiating games typically associated with negotiations and explain how they can be overcome. [20]
 7.
 - a) Explain the challenge faced by an international negotiator in distinguishing between a bribe and a gift. [10]
 - b) Analyse how bribery and questionable payment issues can be overcome. [10]
 8. Review the impact of regional differences on negotiating strategies that should be employed. [20]