



ICM

MARCH 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 []
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- 1. Analyse the importance of an international negotiator having high aspirations during the negotiating process. Support your answer with examples. [20]
 - 2. Critically evaluate the impact of regional differences on the effective deployment of negotiating strategies. [20]
 - 3. Set out and review the commonly recognised stages involved in closing a deal. [20]
 - 4. Negotiating games are an ever present challenge in both local and international negotiations. Analyse the main negotiating games typically seen and explain how they can be overcome. [20]
 - 5. Analyse and explain the impact of the cultural factors that affect negotiations in the United Kingdom. [20]
 - 6. Review the stages that a negotiator must consider in planning a negotiation. [20]
 - 7. Analyse how personal relationships and decision making in negotiations can vary between countries. [20]
 - 8. Managing international and remote teams is a key challenge for negotiators. Explain what the key challenges are and analyse how they can be overcome. [20]