

The logo features a central dark blue circle containing the text 'UIC' in light blue. This circle is surrounded by a yellow ring, which is further enclosed by a red ring. Four thick lines radiate from the center: a yellow line pointing up and to the right, a red line pointing up and to the left, a yellow line pointing down, and a red line pointing down and to the right. The background is a solid light blue.

UIC

Alumni Exchange

**COLLEGE OF
BUSINESS
ADMINISTRATION**

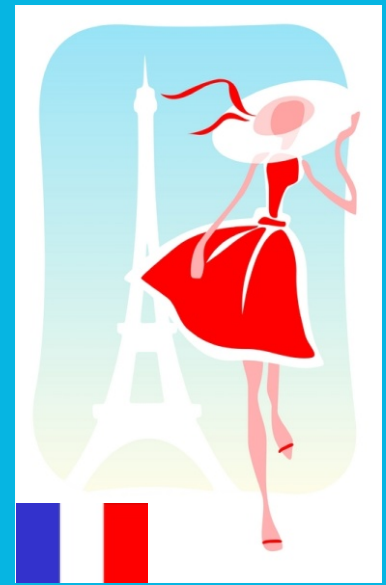


Alumni
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Developing a Successful Negotiation Mindset

COLLEGE OF
BUSINESS
ADMINISTRATION

Dr. Eliane Karsaklian



**THE
UNIVERSITY OF
ILLINOIS
AT
CHICAGO**





**You closed a deal
Congratulations**



Now What?

Shared
vision

Collaboration

Co
Operation

Before

During

After

Preparation
Analysis
Preliminary
contacts

Meeting
Arguments and
counterarguments
Deal

Constant
communication
Adjustments
Looking forward

Winning and losing
are just emotions

Before

During

After

Watch your
language

Beyond the deal

***Short term results in a sustainable
business philosophy***

What is Negotiation about?

**Strategic problem solving
process**

Negotiation is not...

- All about price
- A male exclusive world
- A Win-win or Win-Lose situation

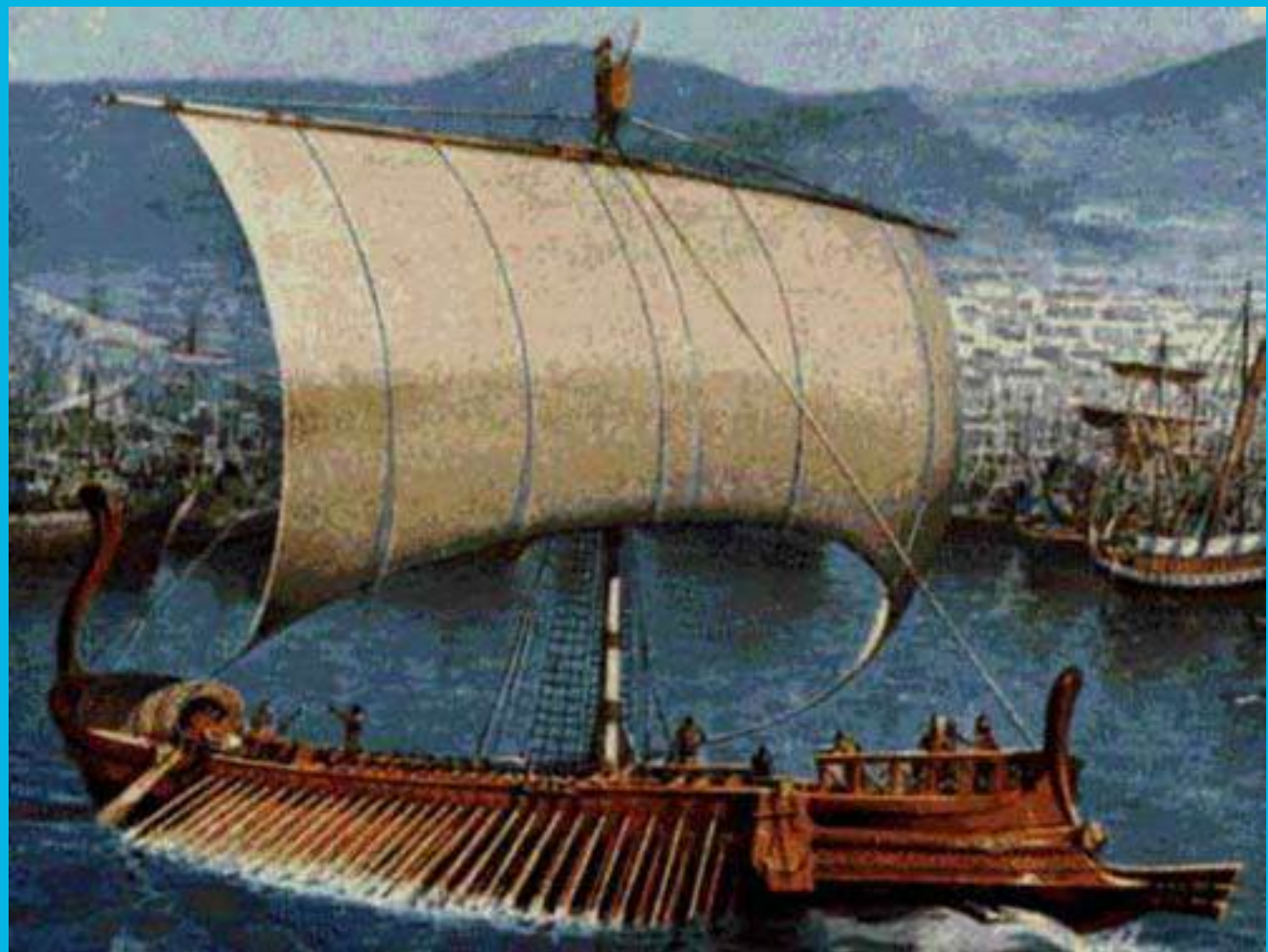




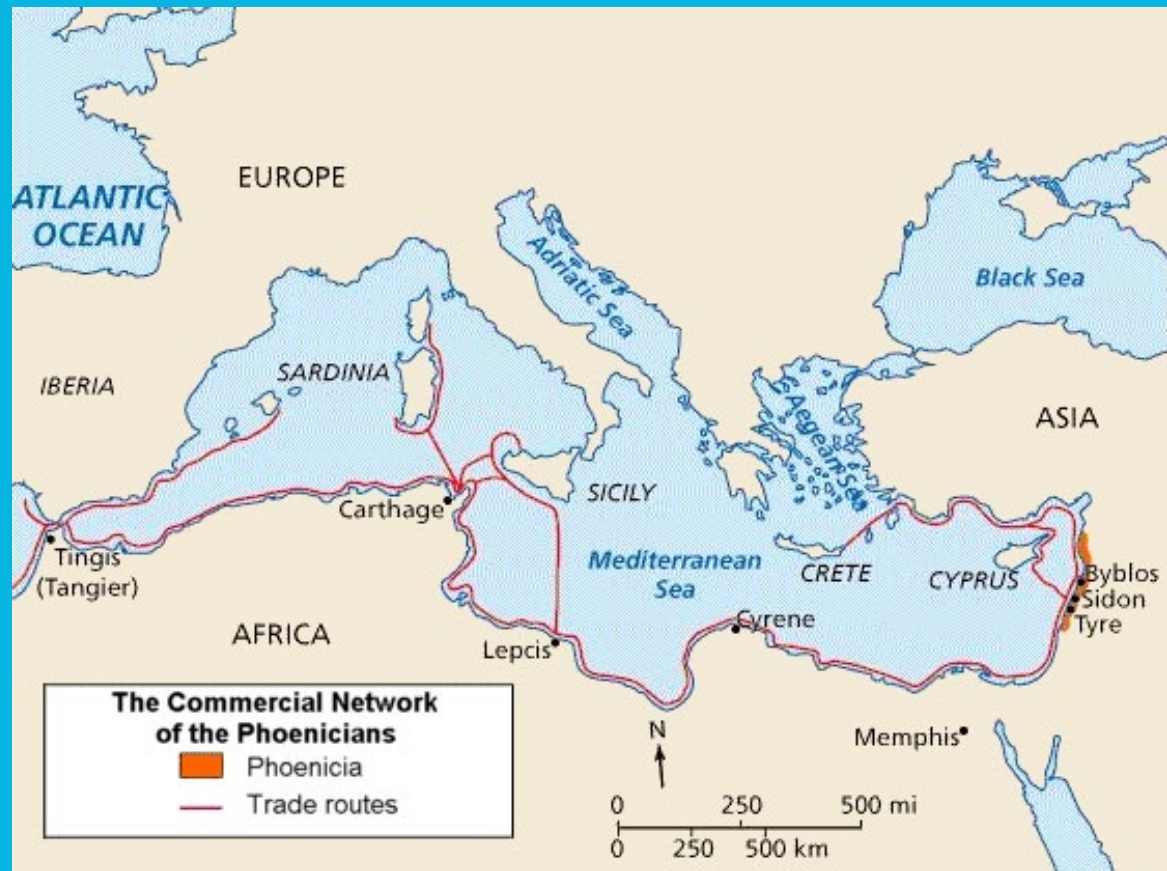
Did you ever feel like the winner? Or like the loser?

What is International Negotiation?

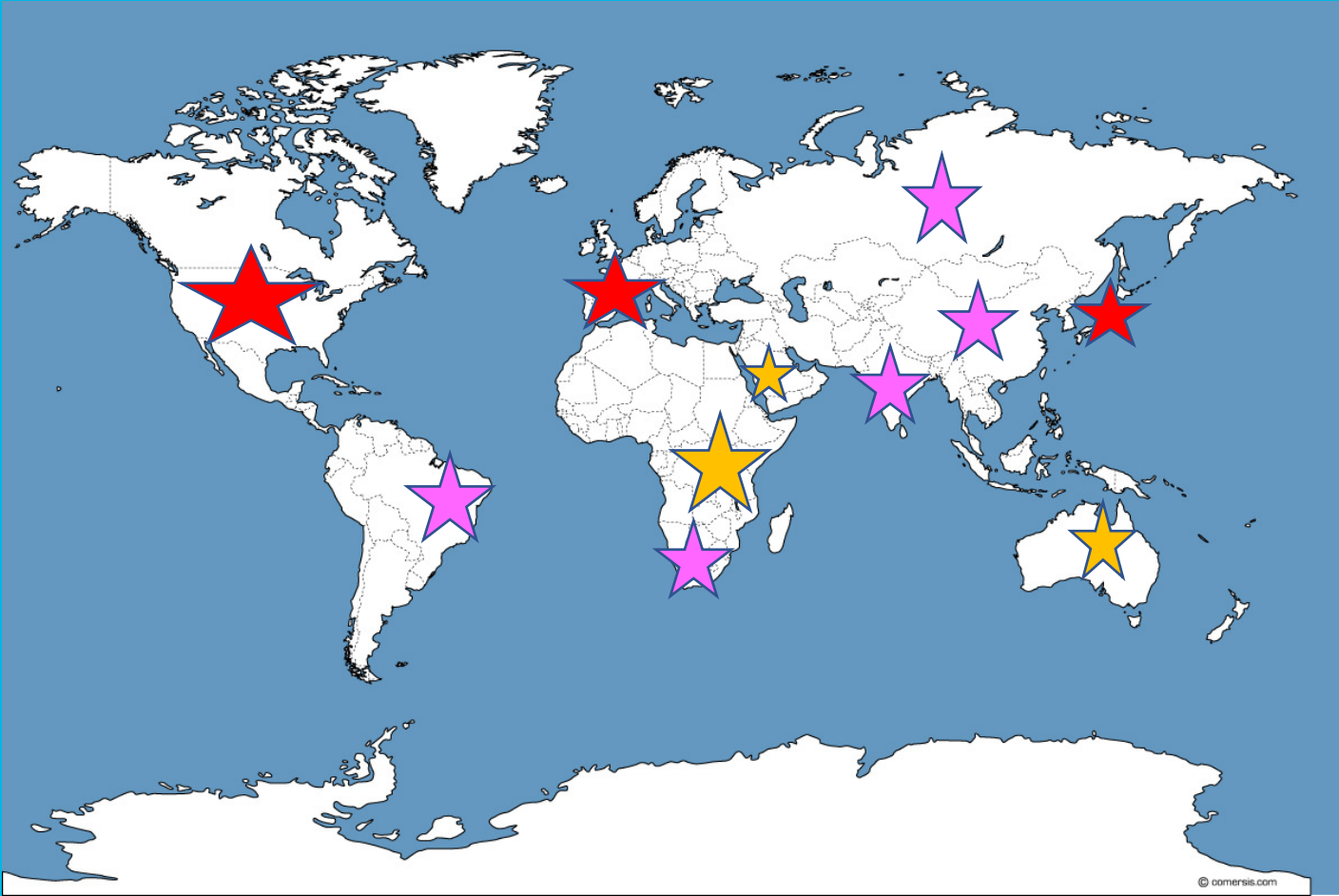
**Strategic problem solving
process in international settings**



SOME 3,500 YEARS AGO, THE PHOENICIANS (OUR ANCESTORS) INVENTED MONEY INSTEAD OF BARTER.



- Negotiation is as old as mankind
- But has become a science
- And international because
 - Financial crisis and assert of cultural values more powerful under pressure
 - Global markets and sources of labor are shifting to the East and South
 - Relationship skills are taking over linear task-oriented skills



Culture is not a thing

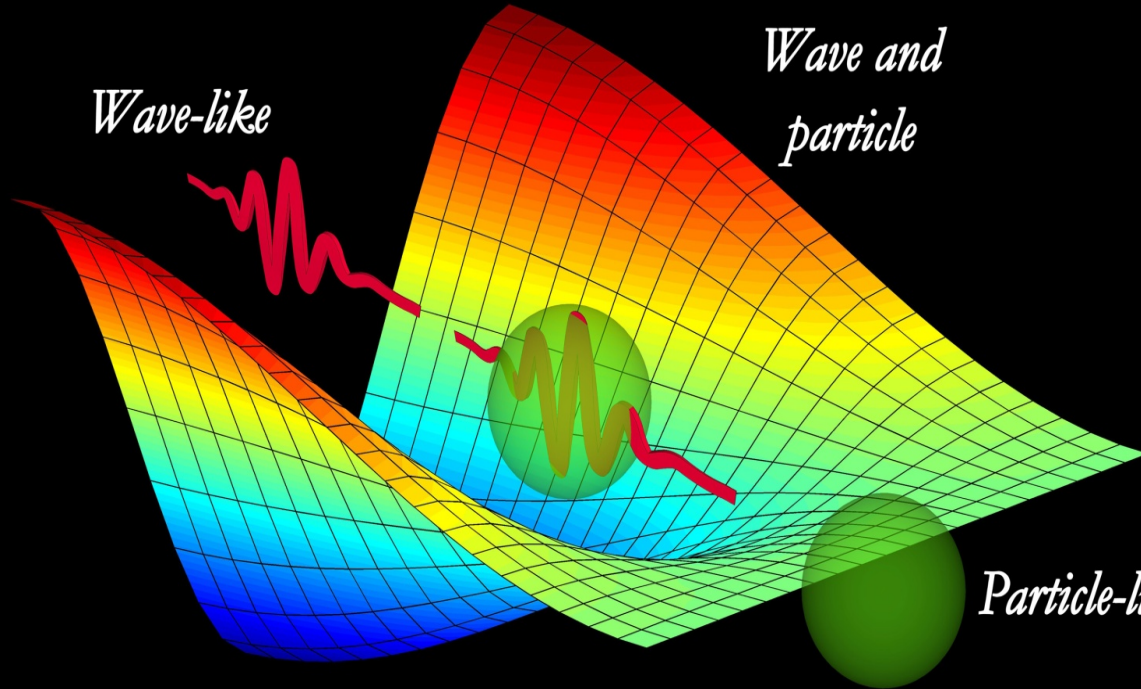
It is the process whereby groups of people coordinate meaning and action, yielding both institutional artifacts and **patterns of behavior**



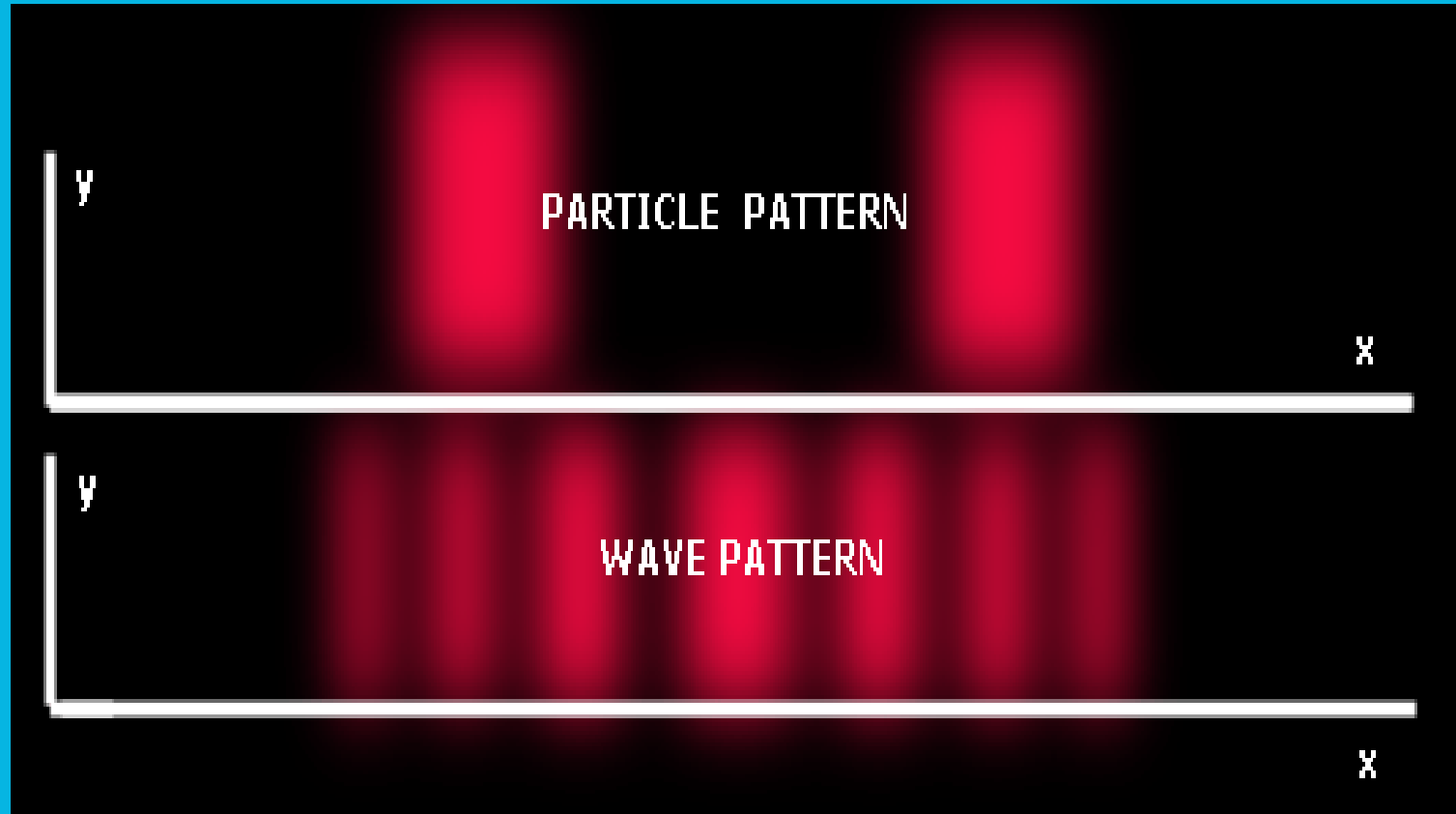
Wave-like

*Wave and
particle*

Particle-like



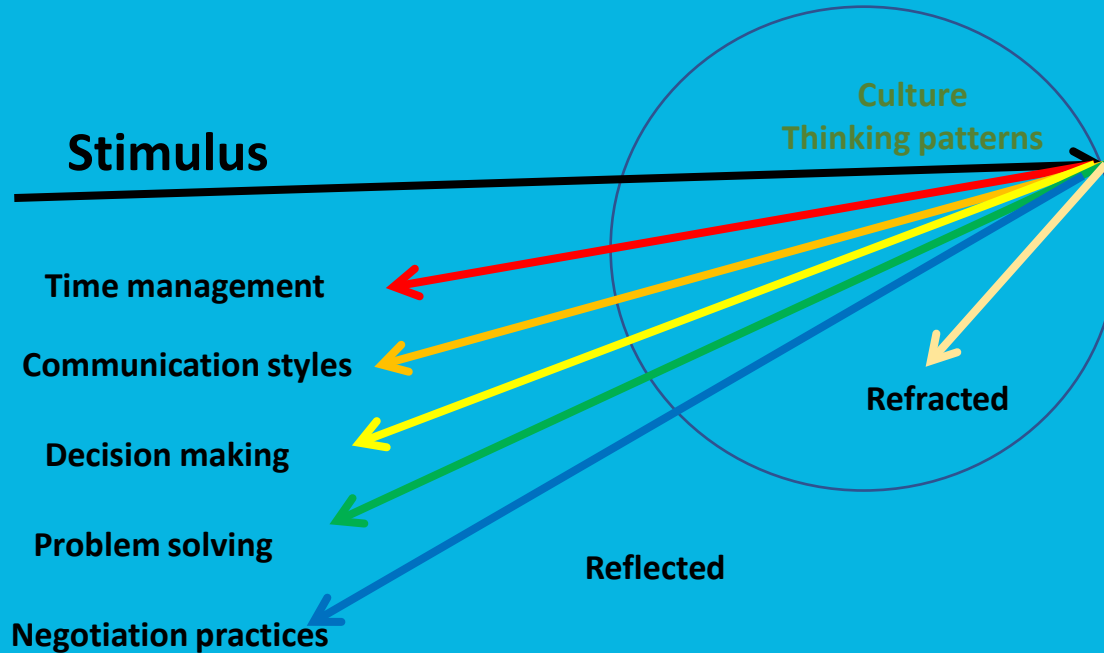
Same source – different patterns



Rainbow



Reflection and Refraction



***Everything happens for a reason. The
thing is to identify that reason***

A typology of International Negotiators

Exclusion

- Either/or
- Dilemmas

Inclusion

- Both/And
- Paradoxes

Integration

- Either/And
- Paradoxical trade-offs

Event management negotiation

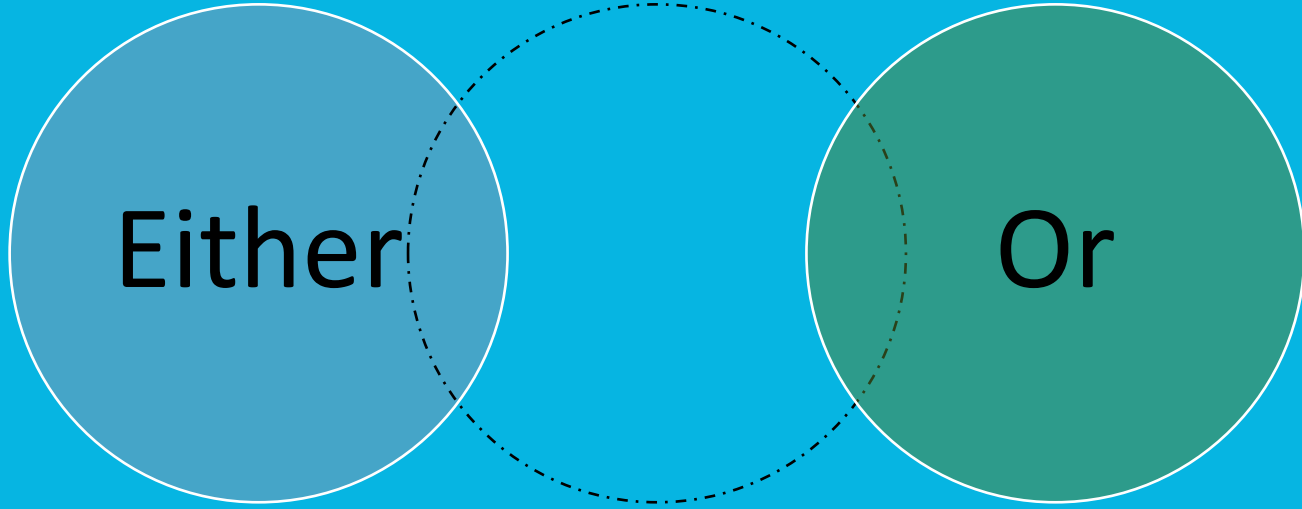
Xinshu



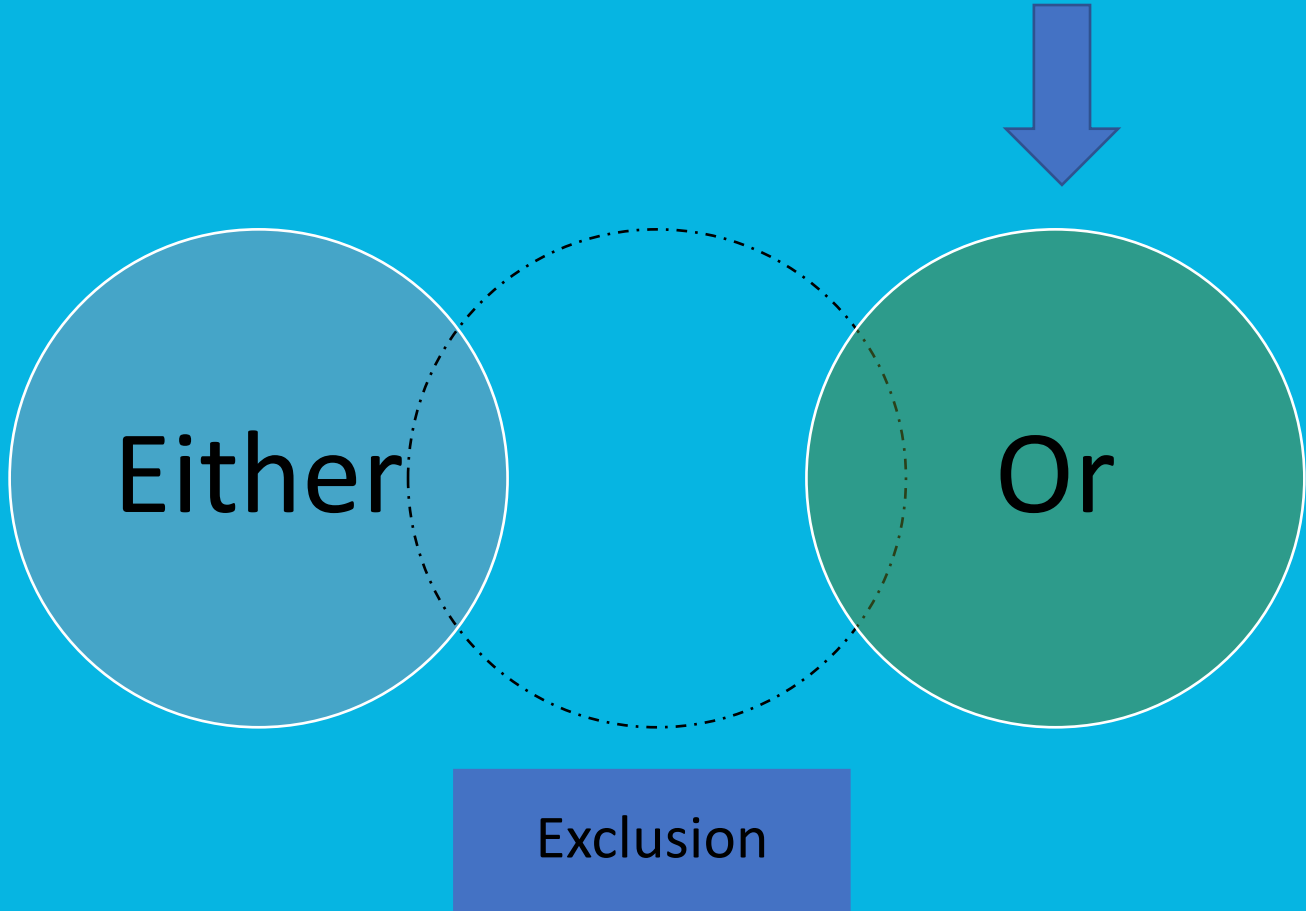
John

Paul

What would you have done if you were John and Paul?



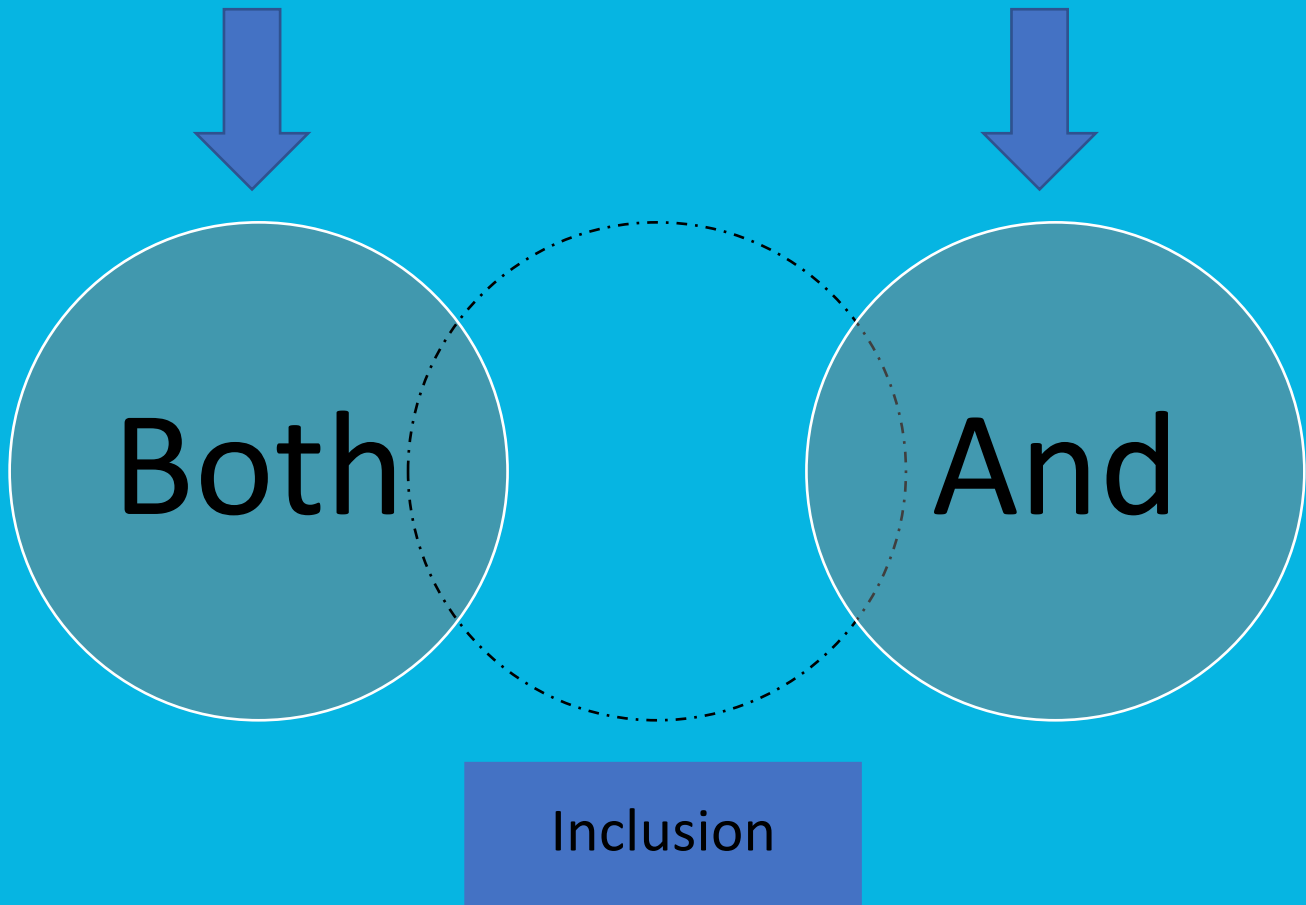
Exclusion



Either

Or

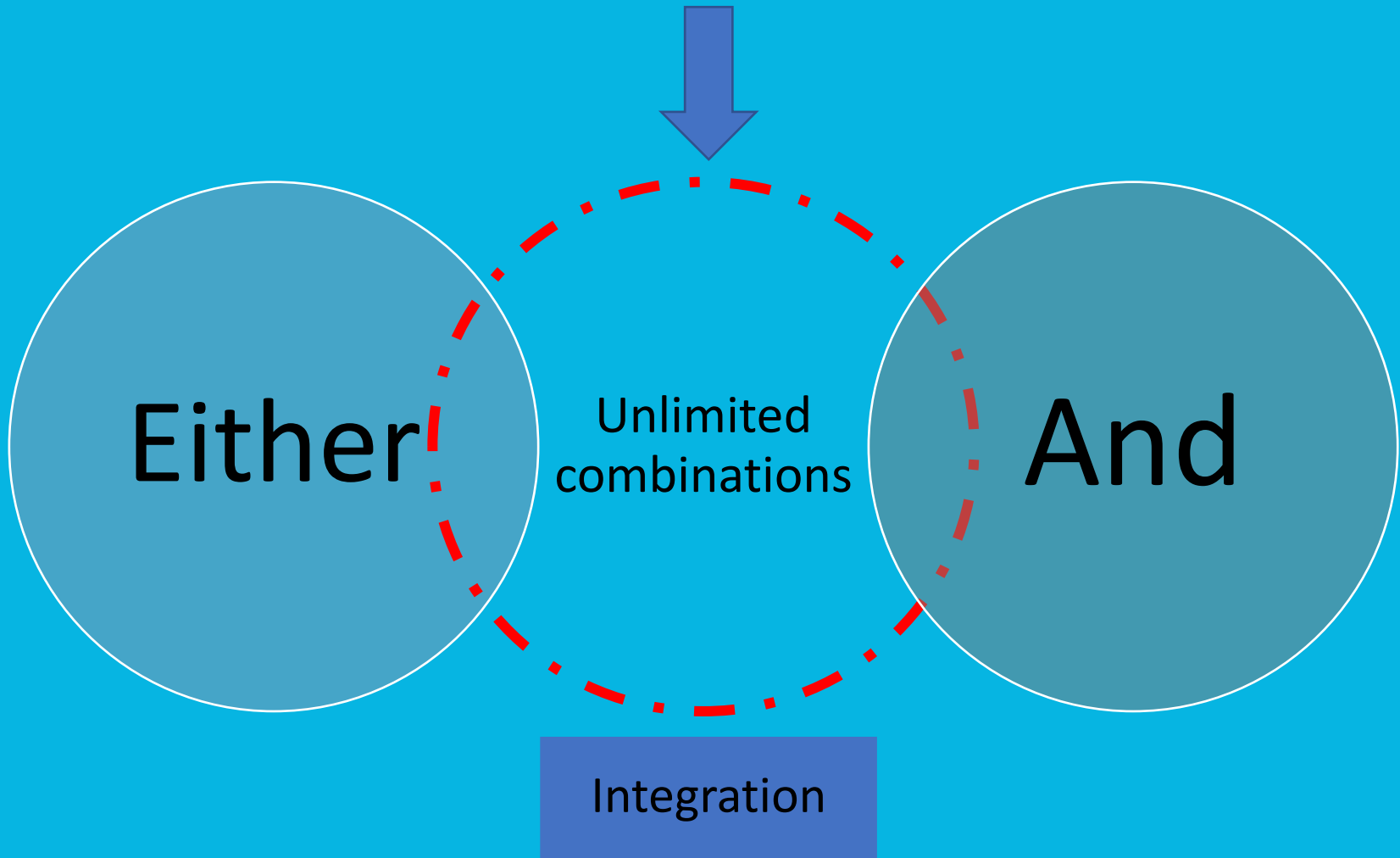
Exclusion



Both

And

Inclusion



Either

Unlimited
combinations

And

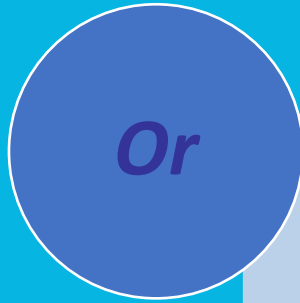
Integration

Negotiation situation



Package

1



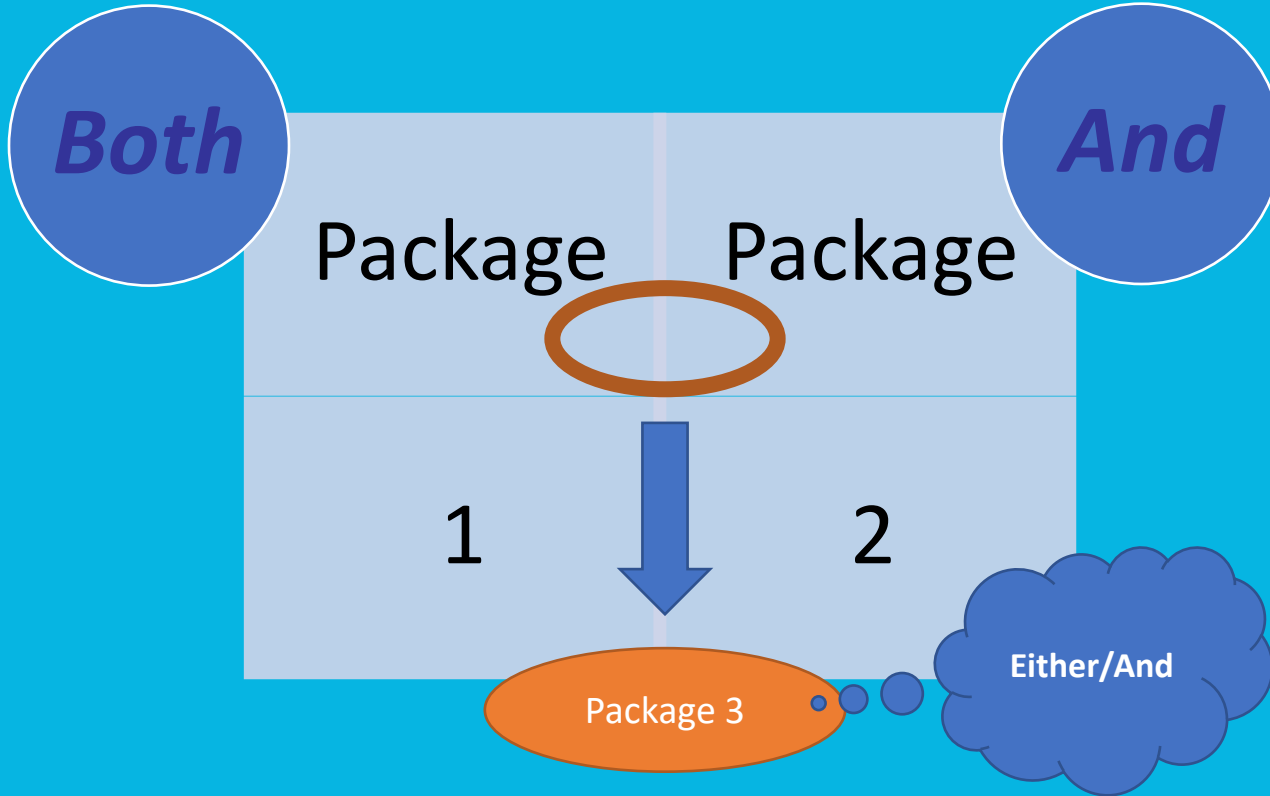
Package

2

Negotiation situation



Negotiation situation





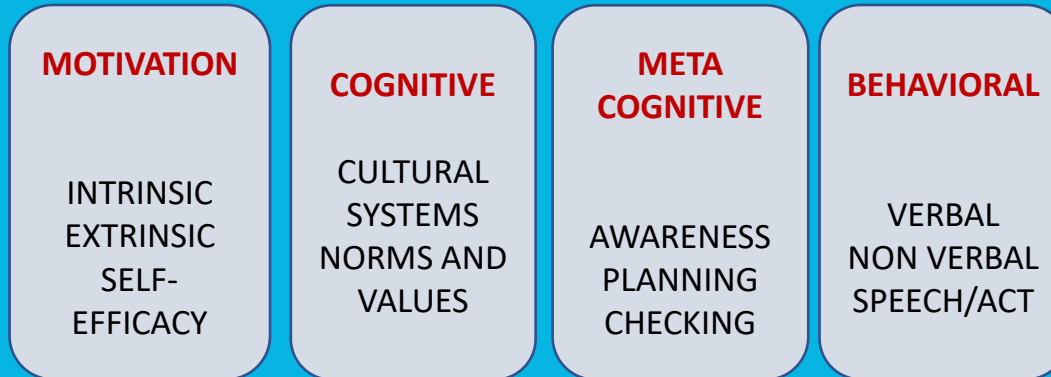
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CULTURAL INTELLIGENCE



**Who are you and where are you
going to?**

***If you have no destination, any
direction will take you there***

Don't be your own victim

- Do more than wish – choose your partners
- Life is not hard, but the market is shrinking
- Follow the mob or be a trendsetter
- What you can't see can hit you
- If it is built right, it lasts
- If you think short term, short term is all you'll get

Avoid Self-Boycotting

- Don't have a love affair with old beliefs
- Ideas and products are ephemeral
- The future is not a destination

Let's keep in touch

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