

Decision Processes Colloquia

Monday, October 10, 2022

Where: JMHH 260

When: 12:00 – 1:00 pm

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When Should People Avoid Negotiating

ABSTRACT:

Although negotiations can improve economic outcomes and boost relational outcomes, in some cases negotiations make people worse off. I describe how and when negotiators' relational outcomes impact the total economic value people derive from a negotiation. I describe when negotiation processes harm relational outcomes and counterpart's post-negotiation motivation. Across several projects, I describe when people are better off not negotiating. Rather than rushing to negotiate, I assert that the decision to enter a negotiation is a decision that should be made carefully and strategically.

