

Linked Systems of Negotiations

Reengineering linked systems:

- Mapping the linkages
- Creating advantageous new linkages / Neutralizing disadvantageous linkages
 - * With whom do we have to agree first?
 - * Are there opportunities to create competitive linkages (i.e. starting to negotiate also with other people) that advance our interests?
 - * Can we increase the chances of closing a deal by creating synergistic linkages (i.e. adding resources or enlarging the pie by involving a third party)?
 - * Can we find ways to eliminate constraining reciprocal linkages (e.g. by helping the other party resolving some internal disagreements that block the deal)?
- Drawing a sequencing plan
 - * What are promising sequences of moves that we can make within the existing system?
 - * What are the changes that we need to make to the structure of the linked system, and in what order should we seek to make them? How can we develop the support necessary to make those changes?

Source: Michael Watkins and Samuel Passow: *Analyzing Linked Systems of Negotiations*. Negotiation Journal, 12 (4), October 1996