

Linked Systems of Negotiations

Types of linkages:

- * Linkage between external and internal negotiations
- * Linkage between several external negotiations

- * Competitive linkage: agreement in one negotiation precludes agreement in the others
- * Reciprocal linkage: agreement must be reached in all negotiations for overall agreement to be possible

- * Synergistic linkage: enhances negotiators' opportunities to make mutually beneficial trades and reach agreement
- * Antagonistic linkage: diminishes negotiators' opportunities to make mutually beneficial trades and reach agreement

- * Serial linkage: events in one negotiation influence the course of other negotiations, but not the reverse
- * Interactive linkage: events in one negotiation influence the course of other negotiations, and vice versa

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