

Sources of Negotiating Power

- Skill and knowledge
 - * People and interests involved / Facts
- Good relationship
 - * Trust and ability to communicate effectively
- Good alternative to a negotiated agreement
 - * Self-help / Walk-away alternative
- Elegant solution
 - * Brainstorming / Mutually beneficial options
- Legitimacy
 - * Objective criteria / Potential standards of legitimacy
- Commitment
 - * Firm offers / Firm refusals, or warnings

According to: R. Fisher, *Negotiation Power - Getting and Using Influence*, American Behavioral Scientist, Vol. 27 No. 2, Nov.-Dec. 1983, pp. 149-166