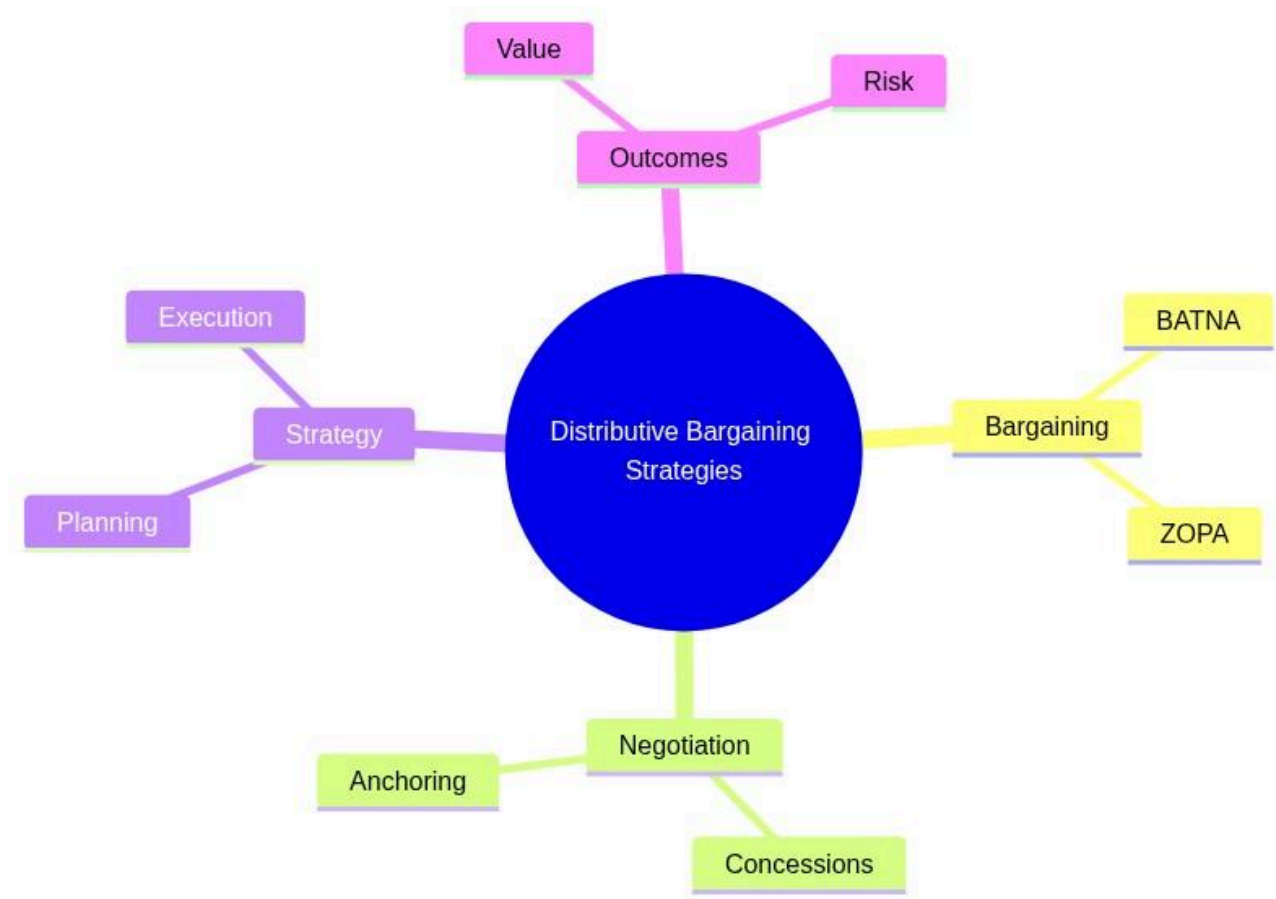


Graduate Certificate in TUC Academy Bargaining Models

Distributive Bargaining Strategies



```

mindmap
  root((Distributive Bargaining Strategies))
    Bargaining
      BATNA
      ZOPA
    Negotiation
      Anchoring
      Concessions
    Strategy
      Planning
      Execution
    Outcomes
      Value
  
```

Risk