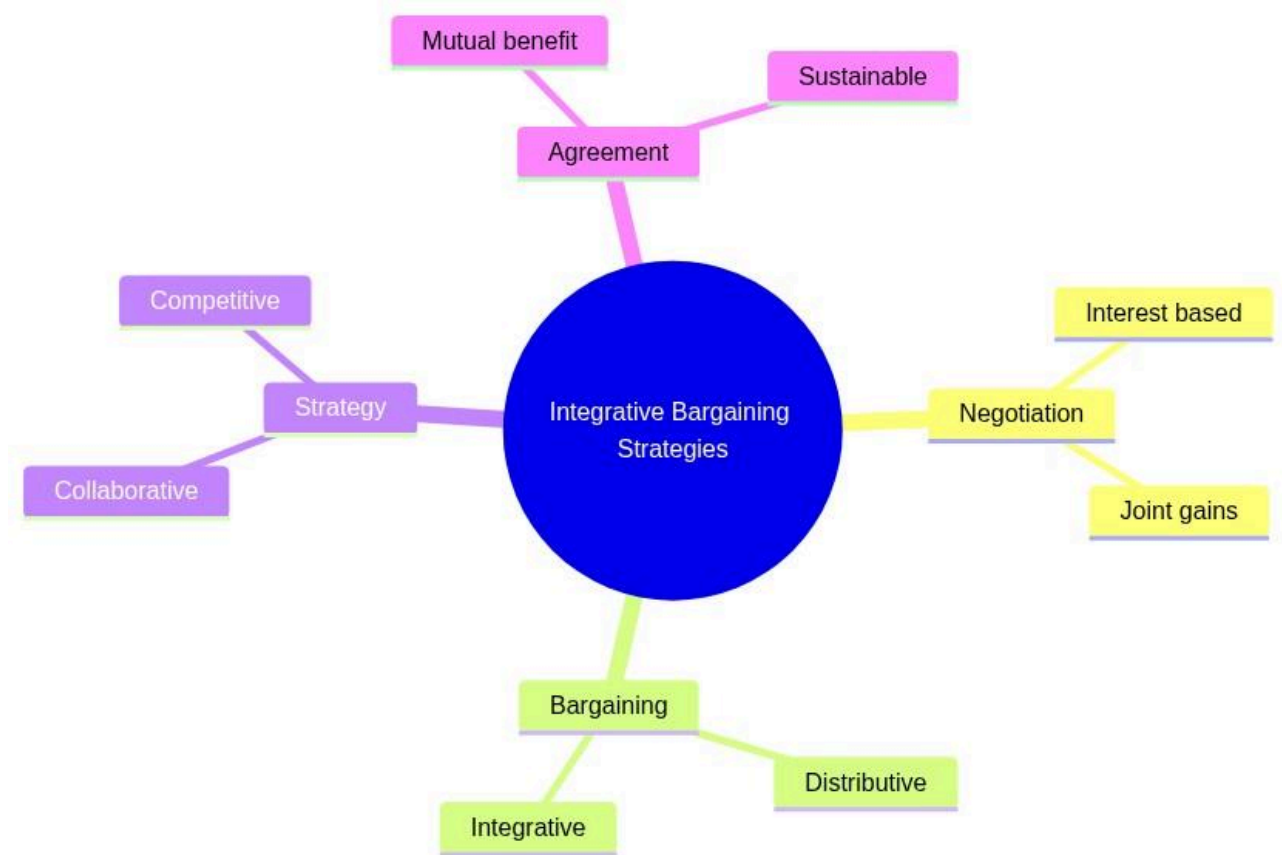


Graduate Certificate in TUC Academy Bargaining Models

Integrative Bargaining Strategies



mindmap

root((Integrative Bargaining Strategies))

Negotiation

Interest based

Joint gains

Bargaining

Distributive

Integrative

Strategy

Collaborative

Competitive

Agreement

Mutual benefit

Sustainable