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1994). This scenario illustrates the classic distinction between distributive and integrative negotiation, the two dominant negotiation strategies. In contrast with distributive negotiation's competitive approach, integrative negotiation is collaborative. "Expanding the pie" allows both parties to create value and sat - isfy their needs.

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In order for integrative negotiation to fulfill its potential, however, the search engaged in must be joint, and during the search, the adversaries must interact face to face. Distributive negotiation can also be made more productive by having the adversaries interact face to face, under conditions that emphasize their similarities.

Modeling Distributive and Integrative Negotiations ...

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Integrative negotiation is a negotiation strategy in which the involved parties work together to find a solution that satisfies to the needs and concerns of each. This process often involves group brainstorming and creative thinking for individuals to suggest different ideas that benefit both parties.

Integrative Negotiation: Definition, Tips and Examples ...

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