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## **NEGOTIATING STYLE**

By Steve Bakke  May 24, 2018



*Here's what provoked me:*

*We've all noticed a style difference between recent Presidents and their strategy for negotiating. I've attempted to develop an extremely simplified explanation as to how I see their differences. While certainly a bit overly simplified, I'm confident my comments are directionally correct. We'll see how this assessment plays out over the next few months and years.*

*Here's my response:*

### **Negotiating Style**

Our presidents set the tone for negotiating styles used during their term in office. We've seen vast differences lately, usually depending on the individual, but occasionally based on circumstances.

One style of negotiation focuses on preserving ideology. Compromises are minor. Ideological absolutes are stubbornly preserved, and as a result, usually nothing of significance is received, and nothing of real value is given up. Agreement is achieved but with little change or positive consequence.

Another style focuses mostly on achieving agreement. Just like with "motivated sellers" in a real estate transaction, the buyer usually receives concessions. Sometimes a very motivated government leader sees value in achieving "movement" in the negotiations. Often that occurs repeatedly until agreement is reached. That leader is "motivated" just like the real estate seller. Looking closely over the leader's shoulder, we can peek at all that is conceded.

And finally, a third negotiating style offers true and mutual compromise, and often something very important is given up – there can be considerable "pain" involved. But as a result, if one is resolute in negotiating, great value is received for what is given up.

Which style would you choose when dealing with tough issues of international security and economics?