

ASSESSING YOUR NEGOTIATING STYLE

Instructions: Listed below are ten important traits of a person's negotiating style and approach. Each trait demonstrates a wide range of variations, which can be organized along a continuum, as has been done below. With respect to each trait, indicate with an X where your own negotiating style and approach in business negotiation falls along each continuum. For an explanation of each trait and to compare your results with persons from twelve cultures, see Jeswald W. Salacuse, "[Ten Ways That Culture Affects Negotiating Style: Some Survey Results](#)," 14 *Negotiation Journal* 221 (1998).

Trait

1.	Goal	Contract	Relationship
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		1 2 3 4 5	1 2 3 4 5
2.	Attitudes	Win/Lose	Win/Win
		-----	-----
		1 2 3 4 5	1 2 3 4 5
3.	Personal Styles	Informal	Formal
		-----	-----
		1 2 3 4 5	1 2 3 4 5
4.	Communications	Direct	Indirect
		-----	-----
		1 2 3 4 5	1 2 3 4 5
5.	Time Sensitivity	High	Low
		-----	-----
		1 2 3 4 5	1 2 3 4 5
6.	Emotionalism	High	Low
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		1 2 3 4 5	1 2 3 4 5
7.	Agreement Form	Specific	General
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		1 2 3 4 5	1 2 3 4 5
8.	Agreement Building	Bottom Up	Top Down
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		1 2 3 4 5	1 2 3 4 5
9.	Team Organization	One Leader	Consensus
		-----	-----
		1 2 3 4 5	1 2 3 4 5
10.	Risk-Taking	High	Low
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		1 2 3 4 5	1 2 3 4 5

Nationality _____
 Gender M _____ F _____
 Age _____ years
 Occupation/Position _____