

My reflection on the competence is to carefully plan or method especially for achieving. For Hall in Negotiation theory and practice: *A Review of the Literature* provides a *tool* to predict and resolve conflict (Hall, 2006). "Generate models for achieving optimum results in a negotiation, using theoretical tools adapted to your own environment and cultural diversity" is needed to achieve the goal. A notable exception has been work by behavioral economists and decision scientists that have challenged game theoretic assumptions (see Neale and Bazerman 1985; Rothkopf, 1983; Roth, 1985 for example) and have produced models that are based on bounded rationality. Additionally, due to the desire to characterize ways to achieve optimal outcomes, analytic models simplify the negotiation process to sequences of offers and counter offers and focus on how optimal outcomes could be produced. As (Kilgour, Eden 2010) puts it, the basic elements of negotiation are the underlying interests as social motives of the participants, and their interactions, e.g. creating value or claiming value, which respectively characterize integrative vs. distributive negotiations. A critical area of interaction is persuasion, i.e. how one party can convince the other to accept a particular proposal or resolve some impasse. Various types of arguments and justifications can be offered to this end. As candidate to the doctorate in Business Administration this reflection will be very important.