

October 2006 Book Club

October's Book: *Beyond Reason: Using Emotions as You Negotiate* by Roger Fisher and Daniel Shapiro

Here are the questions to consider as you read this month's selection:

- The book proposed the idea that successful negotiators understand and use emotions (their own and the emotions of others) as part of the negotiation process. Do you agree? Does this make sense based on your personal experience?
- There are five core concerns that drive emotions: appreciation, affiliation, autonomy, status, and role. We will discuss each one:
 - How can the core concern impact a negotiation?
 - What are some examples from your experience when the core concern negatively impacted the negotiation? Positively impacted it?
 - What ideas did you gain about how you can manage this core concern for you and others in a negotiation?
- Chapter 8 addresses strong negative emotions. What ideas did you gain from that chapter about strategies or tactics you might use in your negotiations?
- Chapter 9 addresses the importance of being prepared for a negotiation. What ideas did you gain that you can use in your negotiations?
- Do you have an upcoming negotiation or a recent negotiation that you can share with the group – one that we might analyze in light of the concepts covered in this book?
- Are there any concepts in this book that might be of value to your organization as a whole? If so, what action should be requested of senior team members?

Consider taking this action before we meet to discuss the book:

- If you have an opportunity to negotiate before our discussion, pay particular attention to the core concerns and how they are (or are not) being met. Share your experiences with the group.