



# The International Negotiation Initiative

**KNOWLEDGE INTO PRACTICE**

**PRACTICE INTO KNOWLEDGE**

**[www.INInegotiation.org](http://www.INInegotiation.org)**

**NEGOTIATION  
KNOWLEDGE**

**Research, Education & Skills**

**INI**

**NEGOTIATION  
PRACTICE**

**Raw Data & Negotiating Needs**

# Why the INI?

- **Negotiation lacks a multi-stakeholder global convener...**
  - that is not a service provider
  - embraces and builds on scholarship
  - facilitates collaboration to create real world negotiation field data
  - to develop new and better skills
  - and inspire more people to become trained and negotiate more effectively
- **generate adequate grant funding to develop credible *negotiation science***
- **based on field as well as lab research**
- **delivering significant tangible benefits and value to stakeholders**
- **and is low cost, online, non-aligned, multi-lingual & trans-cultural**

# Stakeholders

- **Businesses, Governments & other frontline negotiators**
- **Scholars, teachers, researchers in universities & business/law schools**
- **Negotiation trainers & training organizations**

**ALL STAKEHOLDER GROUPS MUST BENEFIT**



# Three Objectives

- 1. To become a platform for international thought leadership**
- 2. To plug the field research gap**
- 3. To promote negotiation competence and excellence standards**

# Objective 1

**To become a platform for international thought leadership and new advances in negotiation**

- Identify the economic value of negotiation skills
- Develop canons/principles of Good Negotiating Practice
- Promulgate a voluntary International Code of Negotiation Ethics
- Establish a global, multi-lingual, trans-cultural negotiation blog
- Support negotiation competitions worldwide
- Unbiased information source for conferences, events
- Make available copyright-free teaching materials and tools

## Objective 2

### To plug the negotiation field research gap

- **Persuade negotiators to participate in real-world field research**
  - Overcome negotiators' reluctance to permit trained observers (e.g. train in-house staff/professional firms as observers)
  - Minimize the cost via external and service provider funding
- **Identify tangible benefits for participating negotiators**
  - e.g expert assessment of negotiator skills/need for further education & training
- **Coordinate new field research work and reporting**
- **Generating open-access data is crucial**

# **Two decades of business negotiation research: an overview and suggestions for future studies**

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**[www.emeraldinsight.com/0885-8624.htm](http://www.emeraldinsight.com/0885-8624.htm)**



## Agndal et al

*“... Most studies in the [negotiation] field rely primarily on students as research subjects. While the rationale for using students is ease of access... critical discussions question whether negotiation behaviour of students accurately reflects negotiation behaviour of “real” negotiators. In fact, the bargaining behaviour of students has been shown to differ significantly from that of professionals...”*



## Objective 3

### **To promote negotiation competence and excellence standards**

- A basis for co-ordinated continuous professional development
- Define high standards in negotiation education/training
- Enable trainers to award qualifications linked to those standards
- Develop a qualification mark
- Offer objective information on training programs



# **As a global convening platform, the INI aims to collaborate to...**

**Forge active alliances to help develop credible *negotiation science***  
based on data from new international field research

**Pursue high negotiation standards and thought leadership objectives**  
designed to achieve major benefits for stakeholders

**Improve negotiation teaching, knowledge, skills and delivery**  
worldwide.

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