Tennessee State University

College of Business - Department of Accounting

Summer Semester, 2017

BLAW 3000 - 80

**Legal Environment of Business**

Homework Assignment #4

**Conflicts and Negotiations**

**1. *Conflicts and Disputes***

**What are the distinguishing characteristics of a conflict versus a dispute?**

**2. *Styles and Methods of Negotiation***

**List the five instinctive responses used in negotiation and describe how each of these applies you.**

**3. *Positional Negotiation***

**In business disputes, what two items are most likely to dominate a position-based negotiation?**

**4. *Principled Negotiation***

**a. Summarize the seven elements of principled, interest-based negotiations presented in the textbook.**

**b. How does focusing on these elements assist the negotiation process?**

**5. *Range of Options***

**What are the various items along the spectrum of ADR systems between Litigation and negotiated settlements?**

**6. *Settlements***

**Why do businesses have incentives to settle disputes rather than relying on jury verdicts in the litigation process?**