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~~(Expanding the pie,~~

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William Ury:

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Integrative vs

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Negotiation Review

Lecture 35

Distributive \u0026

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Integrative negotiation  
requires a different  
mindset than

distributive bargaining

because it is used

when . 84 PART I

THE

FUNDAMENTALS

Table 4.1 Factors to

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Consider When

Choosing Which

Strategy to Use

Condition Distributive

Integrative Goals In

Fundamental Conflict

Not in Fundamental

Conflict Relationship

Not a High Priority Is

a High Priority

Resources Fixed or

Limited Not Fixed or

Limited ...

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Negotiation: Moving  
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Rockmann, Claus W.

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## Integrative

Two integrative (win-win) negotiating strategies, logrolling and bridging, are discussed. The dual concern model provides a conceptual perspective for comparing and contrasting the two strategies. Refocusing on underlying interests is seen as the condition that

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differentiates bridging  
from logrolling.

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Win Negotiating  
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from a varied set of  
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Negotiation cofounder  
William Ury,  
advocates for  
integrative bargaining.  
In integrative  
bargaining, each side  
seeks to create an  
agreement beneficial  
to both parties.

~~Expanding the Pie:  
Integrative versus  
Distributive ...~~

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