

# Difference Between Negotiation & Conflict Management

Aspect	Negotiation	Conflict Management
Scope	<ul style="list-style-type: none"><li>• Resolves disputes through discussion &amp; agreement.</li><li>• Transactional and tactical.</li></ul>	<ul style="list-style-type: none"><li>• Broad strategies to prevent &amp; resolve conflicts.</li><li>• Strategic and ongoing.</li></ul>
Objective & Focus	<ul style="list-style-type: none"><li>• Aims for mutual agreement &amp; win-win outcomes.</li><li>• Focused on specific issues.</li></ul>	<ul style="list-style-type: none"><li>• Improves interactions &amp; prevents conflicts.</li><li>• Focuses on relationships and culture.</li></ul>
Processes	<ul style="list-style-type: none"><li>• Techniques: Bargaining, Active Listening, Persuasion, Mediation.</li></ul>	<ul style="list-style-type: none"><li>• Techniques: Communication Protocols, Interaction Norms, Emotional Intelligence Training, Feedback.</li></ul>
Duration	<ul style="list-style-type: none"><li>• Short-term with a clear end once an agreement is reached.</li></ul>	<ul style="list-style-type: none"><li>• Continuous process adapting to new conflicts.</li></ul>
Outcomes	<ul style="list-style-type: none"><li>• Measured by the agreement's terms and implementation.</li><li>• Immediate and tangible.</li></ul>	<ul style="list-style-type: none"><li>• Measured by reduced conflicts, team cohesion, and productivity.</li><li>• Qualitative and long-term.</li></ul>



# Negotiation And Dispute Resolution

**Emilie Sanchez**

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