

# Difference Between Negotiation & Conflict Management

Aspect	Negotiation	Conflict Management
<b>Scope</b>	<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>
<b>Objective &amp; Focus</b>	<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>
<b>Processes</b>	<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>
<b>Duration</b>	<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>
<b>Outcomes</b>	<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

**S Ashworth**



## **Negotiation And Dispute Resolution:**

## **Negotiation And Dispute Resolution** Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has been apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is truly remarkable. This extraordinary book, aptly titled "**Negotiation And Dispute Resolution**," compiled by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we will delve to the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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