

Ineffective Competitives

- ◆ Obnoxious, complaining, rude
- ◆ Unsure of the values at hand
- ◆ Not realistic, perceptive, astute

Ineffective Cooperatives

- ◆ Unsure of self and interests
- ◆ Not creative or perceptive
- ◆ Not realistic or astute

Effective Negotiators (both strategies)

- ◆ Ethical, trustworthy
- ◆ Appropriately courteous
- ◆ Prepared
- ◆ Creative, realistic
- ◆ Perceptive, self-controlled