Survey: Negotiation tactics between companies

1.	The new potential business partner P is an ardent fan of FC Chelsea. Negotiator N, acting on behalf of your party, is a registered member of FC Arsenal and has hated FC Chelsea since early childhood. However, since he does not want to endanger the successful conclusion of the contract, he enthuses to the potential business partner about FC Chelsea. The contract is concluded.								
	Do you consider negotiator N's behaviour to be morally acceptable or unacceptable?								
	morally	acceptable		ur	unacceptable				
	Should negotiator N's behaviour entitle business partner P to rescind the contract?								
	no			yes					
2.	Potential customer C is unable to decide whether or not to buy the machine. Machine manufacturer M tells him that he is able to produce merely one further machine for the date requested. In reality, the machine manufacturer has five machines in stock. The contract is concluded.								
	Do you consider M's behaviour to be morally acceptable or unacceptable?								
	morally	acceptable		ur	acceptable				
	Should M's behaviour entitle customer C to rescind the contract?								
	no			yes					
3.	Buyer B would like to purchase a machine from manufacturer M. Manufacturer M merely has one machine immediately available in stock. M explains to potential buyer B that, just today, competitor C also made a purchase request for this machine. In truth, the manufacturer has not received such a purchase request. The contract is concluded.								
	Do you consider M's behaviour to be morally acceptable or unacceptable?								
	morally	acceptable		ur	acceptable				
	Should M's behaviour entitle buyer B to rescind the contract (if the contract is concluded)?								
	no			yes					

4. Buyer B would like to purchase a machine from manufacturer M. Buyer B states

	to manufacturer M that he has received an offer to purchase a machine of equal value for 1,200,000 pounds. He would only be interested in the purchase if M was able to undercut or at least hold this price. It is indeed true that buyer B has received an offer to purchase a machine for 1,200,000 pounds. However, the machine would not be available until six months later, and it would also not be as well equipped, which is why B wants to purchase the machine from manufacturer M.								
	Do you consider B's behaviour to be morally acceptable or unacceptable?								
	morally	acceptable		una	cceptable				
Should B's behaviour entitle manufacturer M to tract is concluded)?						rescind the contract (if the con-			
	no			yes					
5.	Purchaser P has travelled to meet vendor V. They have almost reached an agreement. P makes his final offer and states to vendor V that he has to leave in 30 minutes to catch his flight. Pressed for time, vendor V accepts P's offer. P could have re-scheduled his flight and taken a later plane without problems.								
	Do you consider P's behaviour to be morally acceptable or unacceptable?								
	morally	acceptable		una	cceptable				
	Should	Should such behaviour entitle vendor V to rescind the contract?							
	no			yes					
6.	Vendor V refuses to accept customer C's wishes regarding some contractual clauses, since his company has never agreed to such clauses. Vendor V further explains that he is not allowed to deviate from these standards. In truth, however, V's company has occasionally accepted such clauses, and V also possesses the required negotiating power.								
	Do you	consider V's	s behaviour to	be morally	acceptal	ole or unacceptable?			
	morally	acceptable		una	cceptable				
	Should V's behaviour entitle customer C to rescind the contract (if the contract is concluded)?								
	no			yes					
7.	Vendor	V is asked	for performa	ince data (of a mac	hine. The data provided by			

vendor V can be achieved individually in test mode; in practice, the figures are roughly 20% worse. Vendor V and buyer B conclude a contract for the purchase

of the machine.

Prof. Dr. Peter Krebs/JProf. Dr. Stefanie Jung, M.A. (CoE)

	Do you consider V's behaviour to be morally acceptable or unacceptable?							
	morally	acceptable 🏻	una					
	Should '	V's behaviour entitle buy	yer B to resc	ntract?				
	no		yes					
8.	particular quests s ards. Th	ar ideas regarding the parting that the machine	oroduction. It is would then it is would then it is would then it is worth and it is worth and it is worth and is worth anothing the worth and is worth and is worth and is worth and is wo	Manufactu n not mee standards	chase of a machine. B has rer M rejects one of B's re- t the required safety stand- do not preclude B's produc-			
	Do you	consider M's behaviour	to be morall	y acceptal	ole or unacceptable?			
	morally	acceptable □	una	cceptable				
	Should M's behaviour entitle buyer B to rescind the contract?							
	no		yes					
9.	(i.e. the has so f pounds.	maximum price) is 700 far offered 630,000 pour P states to V that his for a higher price. V, who	0,000 pound nds. The ver inal offer is (ls. Followi ndor has lo 650,000 p	nase of a machine. P's limit ng lengthy negotiations, he owered the price to 670,000 ounds. He cannot and must the contract, accepts with a			
	Do you	ole or unacceptable?						
	morally	acceptable □	unac	ceptable []			
	Should	P's behaviour entitle ver	ndor V to res	scind the c	ontract?			
	no		yes					

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Questions regarding personal details:

1.	Would you consider yourself to be a successful negotiator both privately and professionally?								
	yes □				no				
2. How would you describe your personal moral standards?									
	average D] high		low					
3.	Please stat	e your sex							
	female □				male 🛚				
4.	Please state your profession								
	Judge □	Lawyer □	Student		Professiona	al negotiator		Other □	