Survey: Negotiation tactics between companies

1.	Negotiator N, acting on behalf of your party, is a registered member of the Boston Red Sox and has hated the New York Yankees 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 the New York Yankees. The contract is concluded.						
	Do you unaccep		gotiator N's be	ehaviour t	o be mora	lly acceptable or	
	morally	acceptable		una	acceptable	: □	
	Should contract	•	l's behaviour e	entitle bus	siness part	ner P to rescind the	
	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?						
	•	acceptable			acceptable	·	
	-	•	our entitle cust		·		
	no	П		yes	П		
		_		,	_		
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.						al s
	Do you	consider M'	s behaviour to	be mora	lly accepta	able or unacceptable?	
	morally	acceptable		una	acceptable	e 🗆	
	Should conclud		our entitle buye	er B to res	scind the c	ontract (if the contract is	
	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 \$. 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 \$. 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		
		B's behavio		ufacturer N	∕l to rescin	d the contract (if the	
	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.						in
	Do you	consider P's	s behaviour to	be morally	y acceptab	ole or unacceptable?	
	morally	acceptable		una	cceptable		
	Should	such behavi	our entitle ver	ndor V to r	escind 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.						er,
	Do you	consider V's	s behaviour to	be morally	y acceptab	ole or unacceptable?	
	morally	acceptable		una	cceptable		
	Should 'conclude		ur entitle custo	omer C to	rescind the	e contract (if the contract is	;
	no			yes			
7.			•			nine. The data provided b in practice, the figures ar	-

roughly 20% worse. Vendor V and buyer B conclude a contract for the purchase

of the machine.

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	Do you	consider V's behaviour to	be m	orally acc	eptabl	e or unacceptable?
	morally	acceptable		unaccep	table	
	Should \	V's behaviour entitle buye	r B to	rescind t	he cor	ntract?
	no		yes]	
8.	particula requests standard	ar ideas regarding the p s stating that the machi	roducine w requi	tion. Mai ould thei red safet	nufactu n not y stan	chase of a machine. B has urer M rejects one of B's meet the required safety dards do not preclude B's
	Do you	consider M's behaviour to	be m	orally acc	ceptab	le or unacceptable?
	morally	acceptable		unaccep	table	
	Should I	M's behaviour entitle buye	er B to	rescind t	the cor	ntract?
	no		yes	[3	
9. Purchaser P and vendor V are negotiating the purchase of a machine. (i.e. the maximum price) is 700,000 \$. Following lengthy negotiations, he far offered 630,000 \$. The vendor has lowered the price to 670,000 \$. P s V that his final offer is 650,000 \$. He cannot and must not offer a higher p who does not want to lose the contract, accepts with a heavy heart.					thy negotiations, he has so be to 670,000 \$. P states to not offer a higher price. V,	
	Do you	consider P's behaviour to	be m	orally acc	eptabl	e or unacceptable?
	morally	acceptable □	ι	ınaccepta	able 🗆	
	Should I	P's behaviour entitle vend	or V t	o rescind	the co	ontract?
	no		yes]	

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Questions regarding personal details:

1.	Would you consider yourself to be a successful negotiator both privately a professionally?			
	yes □		no 🗆	
2.	2. How would you describe your personal moral standards?			
	average □	high □	low □	
3.	Please state you	r sex		
	female □		male \square	
4.	Please state your	profession		
	lawyer □	judge □	professional negotiator □	