

Assignment #10

You are about to negotiate the terms of a potential \$100 million investment by a venture capital firm *Aerovent Capital* in a startup company *Earth Escape*. How well you do depends not only on the financial terms that you negotiate but also on the quality of the relationship you develop with your potential business partner during the course of this negotiation. Just as in *The Stakes of Engagement* negotiation, this is a *balanced concerns* negotiation.

REREAD:

In a *balanced concerns* negotiation, emotions and emotional intelligence are highlighted. They take on more importance when both relational perceptions and objective terms determine the outcome of a negotiation than in an integrative bargaining negotiation in which outcomes depend solely on objective outcomes. Read Leigh Thompson's Chapter 5 discussion of emotions and emotional intelligence.

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