



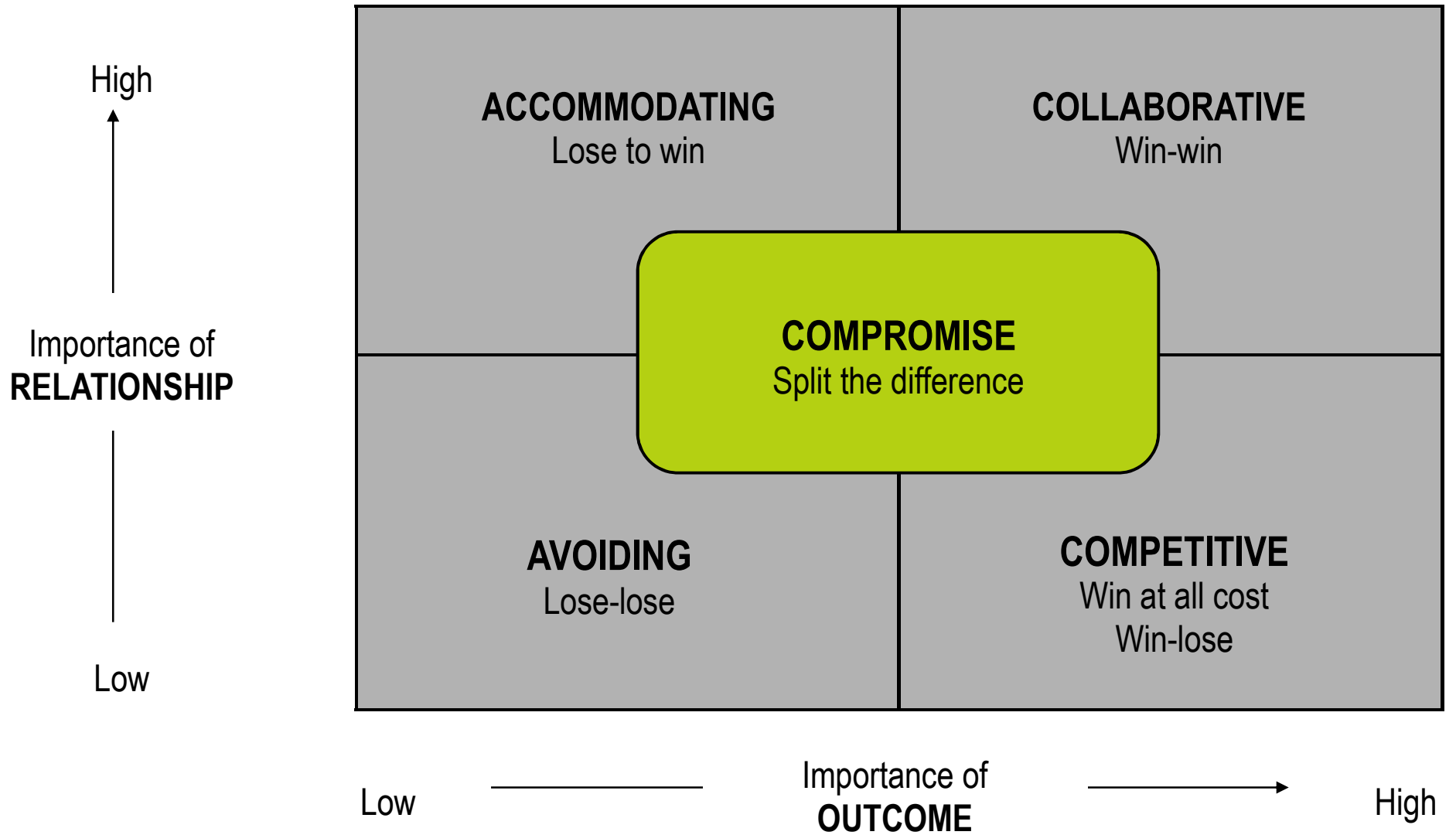
34 CHARACTERISTICS OF AN EFFECTIVE NEGOTIATOR

Negotiation Proficiency Test

Column 1	SCORE	Column 2	SCORE
1 Preparation and planning skill	_____	30 Compromising temperament	_____
2 Knowledge of the subject	_____	31 Attractive personality and sense of humour	_____
3 Ability to think clearly and rapidly under pressure and uncertainty	_____	32 Trusting temperament	_____
4 Ability to express thoughts verbally	_____	33 Willingness to take business or career risks	_____
5 Listening skill	_____	34 Willingness to employ force, threat or bluff	_____
6 Judgement and general intelligence	_____		
7 Integrity	_____		
8 Ability to persuade others	_____		
9 Patience	_____		
10 Decisiveness	_____		

Column 1	
Column 2	
TOTAL	

Art and Science of Negotiation by Howard Raiffa



Thomas Kilmann | Conflict Mode Instrument