
Advanced Certificate in Negotiation in the Arts

Power dynamics in negotiation

Affect Heuristic in negotiation refers to the mental process of making decisions based on emotional reactions rather than objective analysis. Related terms include cognitive bias, emotional intelligence, and decision-making. In the context of the Advanced Certificate in Negotiation in the Arts, affect heuristic is relevant when negotiators rely on their intuition rather than careful consideration of the terms. For example, an artist may accept a contract based on their positive emotional response to the offer, without thoroughly reviewing the terms.

Alternative Dispute Resolution (ADR) refers to the process of resolving disputes outside of the courtroom. Related terms include arbitration, mediation, and negotiation. In the Advanced Certificate in Negotiation in the Arts, ADR is relevant when parties seek to resolve conflicts through collaborative means, such as mediation or negotiation, rather than resorting to litigation. For instance, a gallery and an artist may engage in mediation to resolve a dispute over the terms of a contract.

Anchoring in negotiation refers to the tendency for individuals to rely too heavily on the first piece of information they receive when making decisions. Related terms include cognitive bias, framing effect, and persuasion. In the context of the Advanced Certificate in Negotiation in the Arts, anchoring is relevant when negotiators use an initial offer as a reference point, and subsequent offers are evaluated in relation to this anchor. For example, a collector may anchor on the initial price of a artwork, and perceive subsequent offers as more reasonable in comparison.

Arbitration in negotiation refers to the process of resolving disputes through the intervention of a neutral third-party. Related terms include alternative dispute resolution, mediation, and negotiation. In the Advanced Certificate in Negotiation in the Arts, arbitration is relevant when parties seek to resolve conflicts through a binding decision made by an arbitrator. For instance, a musician and a record label may engage in arbitration to resolve a dispute over royalties.

Aspiration in negotiation refers to the goal or target that a party seeks to achieve in a negotiation. Related terms include best alternative to a negotiated agreement, reservation price, and target point. In the context of the Advanced Certificate in Negotiation in the Arts, aspiration is relevant when negotiators set ambitious goals for the negotiation, and strive to achieve these goals through creative and effective negotiation strategies. For example, an artist may aspire to secure a major exhibition at a prominent gallery.

BATNA (Best Alternative to a Negotiated Agreement) in negotiation refers to the best possible outcome that a party can achieve if the negotiation fails. Related terms include aspiration, reservation price, and target point. In the Advanced Certificate in Negotiation in the Arts, BATNA is relevant when negotiators evaluate the strength of their alternative options, and use this information to inform their negotiation strategy. For instance, a musician may have a BATNA of securing a recording contract with a different label if the current negotiation fails.

Bidding in negotiation refers to the process of making offers and counteroffers in an attempt to reach a mutually acceptable agreement. Related terms include auction, negotiation, and offer. In the context of the Advanced Certificate in Negotiation in the Arts, bidding is relevant when parties engage in a competitive process to secure a limited resource, such as a commission or a grant. For example, a gallery may bid on a rare artwork at an auction.

Coalition in negotiation refers to the formation of a group of parties that work together to achieve a common goal. Related terms include cooperation, negotiation, and partnership. In the Advanced Certificate in Negotiation in the Arts, coalition is relevant when multiple parties collaborate to achieve a shared objective, such as a joint exhibition or a co-production. For instance, a group of artists may form a coalition to negotiate with a major museum.

Cognitive Bias in negotiation refers to the tendency for individuals to make systematic errors in their thinking and decision-making. Related terms include affect heuristic, anchoring, and framing effect. In the context of the Advanced Certificate in Negotiation in the Arts, cognitive bias is relevant when negotiators are aware of their own biases, and take steps to mitigate their impact on the negotiation. For example, a negotiator may be aware of their confirmation bias, and make an effort to consider alternative perspectives.

Communication in negotiation refers to the process of exchanging information and ideas between parties. Related terms include active listening, feedback, and messaging. In the Advanced Certificate in Negotiation in the Arts, communication is relevant when negotiators engage in clear and effective communication to build trust and understanding. For instance, a curator may use active listening to understand the needs and concerns of an artist.

Concession in negotiation refers to the act of yielding or compromising on a particular issue or term. Related terms include compromise, negotiation, and settlement. In the context of the Advanced Certificate in Negotiation in the Arts, concession is relevant when negotiators make strategic concessions to build trust and create momentum in the negotiation. For example, a gallery may concede on the price of an artwork in order to secure the sale.

Conflict in negotiation refers to the disagreement or incompatibility between parties on a particular issue or term. Related terms include dispute, negotiation, and resolution. In the Advanced Certificate in Negotiation in the Arts, conflict is relevant when parties engage in a constructive conflict resolution process to address their differences and find a mutually acceptable solution. For instance, a musician and a manager may engage in a difficult conversation to resolve a dispute over royalties.

Cooperation in negotiation refers to the process of working together to achieve a common goal. Related terms include coalition, collaboration, and partnership. In the context of the Advanced Certificate in Negotiation in the Arts, cooperation is relevant when parties collaborate to achieve a shared objective, such as a joint exhibition or a co-production. For example, a group of artists may cooperate to create a large-scale installation.

Creativity in negotiation refers to the ability to generate innovative and effective solutions to complex problems. Related terms include brainstorming, improvisation, and problem-solving. In the Advanced

Certificate in Negotiation in the Arts, creativity is relevant when negotiators use imaginative and innovative approaches to find mutually beneficial solutions. For instance, a curator may use creative problem-solving to resolve a dispute over the installation of an artwork.

Culture in negotiation refers to the shared values, norms, and beliefs of a particular group or society. Related terms include cross-cultural negotiation, diversity, and international negotiation. In the context of the Advanced Certificate in Negotiation in the Arts, culture is relevant when negotiators are aware of the cultural differences and nuances that may impact the negotiation. For example, a negotiator may be aware of the importance of hierarchy in a particular culture, and adapt their approach accordingly.

Decision-making in negotiation refers to the process of evaluating options and selecting a course of action. Related terms include analysis, evaluation, and judgment. In the Advanced Certificate in Negotiation in the Arts, decision-making is relevant when negotiators use rational and analytical approaches to evaluate their options and make informed decisions. For instance, a collector may use decision-making criteria to evaluate the value of an artwork.

Distributive Negotiation in negotiation refers to the process of allocating resources or value in a competitive manner. Related terms include competitive negotiation, distributive bargaining, and win-lose negotiation. In the context of the Advanced Certificate in Negotiation in the Arts, distributive negotiation is relevant when parties compete for a limited resource, such as a commission or a grant. For example, a gallery may engage in distributive negotiation to secure a rare artwork.

Emotional Intelligence in negotiation refers to the ability to recognize and manage one's own emotions and the emotions of others. Related terms include affect heuristic, empathy, and social intelligence. In the Advanced Certificate in Negotiation in the Arts, emotional intelligence is relevant when negotiators use self-awareness and emotional regulation to manage their own emotions and build trust with the other party. For instance, a negotiator may use emotional intelligence to recognize and address the concerns of the other party.

Empathy in negotiation refers to the ability to understand and share the feelings of another party. Related terms include active listening, emotional intelligence, and perspective-taking. In the context of the Advanced Certificate in Negotiation in the Arts, empathy is relevant when negotiators use active listening and perspective-taking to understand the needs and concerns of the other party. For example, a curator may use empathy to understand the vision of an artist and find a mutually beneficial solution.

Ethics in negotiation refers to the principles and standards that guide behavior in a negotiation. Related terms include fairness, integrity, and morality. In the Advanced Certificate in Negotiation in the Arts, ethics is relevant when negotiators uphold the highest standards of integrity and fairness in their dealings with the other party. For instance, a negotiator may refuse to engage in unethical tactics, such as deception or coercion.

Framing Effect in negotiation refers to the tendency for individuals to be by the way information is presented. Related terms include anchoring, cognitive bias, and persuasion. In the context of the Advanced Certificate in Negotiation in the Arts, framing effect is relevant when negotiators use strategic framing to

influence the other party's perception of the negotiation. For example, a negotiator may use a positive frame to emphasize the benefits of a particular proposal.

Game Theory in negotiation refers to the study of strategic decision-making in competitive situations. Related terms include auction, bidding, and negotiation. In the Advanced Certificate in Negotiation in the Arts, game theory is relevant when negotiators use rational and analytical approaches to evaluate their options and make informed decisions. For instance, a collector may use game theory to evaluate the value of an artwork and make a strategic bid.

Impasse in negotiation refers to the situation where parties reach a standstill or deadlock in the negotiation. Related terms include conflict, dispute, and stalemate. In the context of the Advanced Certificate in Negotiation in the Arts, impasse is relevant when parties engage in a constructive conflict resolution process to address their differences and find a mutually acceptable solution. For example, a musician and a manager may take a break from the negotiation to reflect on their goals and objectives.

Integrative Negotiation in negotiation refers to the process of collaborating to find a mutually beneficial solution. Related terms include cooperative negotiation, collaborative negotiation, and win-win negotiation. In the Advanced Certificate in Negotiation in the Arts, integrative negotiation is relevant when parties work together to create value and find a solution that meets the needs of both parties. For instance, a gallery and an artist may engage in integrative negotiation to develop a joint project that benefits both parties.

Interest-based Negotiation in negotiation refers to the process of focusing on the underlying interests and needs of the parties. Related terms include integrative negotiation, collaborative negotiation, and principled negotiation. In the context of the Advanced Certificate in Negotiation in the Arts, interest-based negotiation is relevant when negotiators use active listening and open-ended questions to understand the needs and concerns of the other party. For example, a curator may use interest-based negotiation to understand the vision of an artist and find a mutually beneficial solution.

Issue in negotiation refers to a specific topic or matter that is being discussed or negotiated. Related terms include agenda, item, and topic. In the Advanced Certificate in Negotiation in the Arts, issue is relevant when negotiators identify and prioritize the key issues to be addressed in the negotiation. For instance, a musician and a manager may discuss the issue of royalties and work together to find a mutually acceptable solution.

Joint Gains in negotiation refer to the mutual benefits or gains that are created through the negotiation. Related terms include cooperation, collaboration, and win-win negotiation. In the context of the Advanced Certificate in Negotiation in the Arts, joint gains are relevant when parties work together to create value and find a solution that meets the needs of both parties. For example, a gallery and an artist may collaborate to develop a joint project that benefits both parties.

Legitimacy in negotiation refers to the perception that a particular process or outcome is fair and just. Related terms include fairness, justice, and morality. In the Advanced Certificate in Negotiation in the Arts, legitimacy is relevant when negotiators uphold the highest standards of integrity and fairness in their dealings with the other party. For instance, a negotiator may ensure that the negotiation process is

transparent and fair to maintain legitimacy.

Mediation in negotiation refers to the process of resolving disputes with the assistance of a neutral third-party. Related terms include alternative dispute resolution, arbitration, and negotiation. In the context of the Advanced Certificate in Negotiation in the Arts, mediation is relevant when parties engage in a constructive conflict resolution process to address their differences and find a mutually acceptable solution. For example, a musician and a manager may engage in mediation to resolve a dispute over royalties.

Message in negotiation refers to the information or communication that is conveyed from one party to another. Related terms include communication, feedback, and signaling. In the Advanced Certificate in Negotiation in the Arts, message is relevant when negotiators use clear and effective communication to convey their needs and concerns. For instance, a curator may use a clear and concise message to communicate the vision for an exhibition.

Mindset in negotiation refers to the mental approach or orientation that a party brings to the negotiation. Related terms include attitude, perspective, and worldview. In the context of the Advanced Certificate in Negotiation in the Arts, mindset is relevant when negotiators use a growth mindset to approach the negotiation with a positive and flexible attitude. For example, a negotiator may use a problem-solving mindset to find creative solutions to complex problems.

Multiparty Negotiation in negotiation refers to the process of negotiating with multiple parties or stakeholders. Related terms include coalition, cooperation, and partnership. In the Advanced Certificate in Negotiation in the Arts, multiparty negotiation is relevant when parties engage in a complex negotiation involving multiple parties or stakeholders. For instance, a group of artists may negotiate with a major museum and a corporate sponsor to secure funding for a large-scale project.

Network in negotiation refers to the web of relationships and connections that exist between parties. In the context of the Advanced Certificate in Negotiation in the Arts, network is relevant when negotiators use their network to access information, build relationships, and create value. For example, a curator may use their network to connect with other curators and artists to stay informed about trends and opportunities in the art world.

Objective in negotiation refers to the specific goal or target that a party seeks to achieve in the negotiation. Related terms include aspiration, goal, and target. In the Advanced Certificate in Negotiation in the Arts, objective is relevant when negotiators set clear and specific objectives for the negotiation, and work to achieve these objectives through creative and effective negotiation strategies. For instance, an artist may have an objective to secure a major exhibition at a prominent gallery.

Offer in negotiation refers to the proposal or bid that is made by one party to another. Related terms include bid, proposal, and tender. In the context of the Advanced Certificate in Negotiation in the Arts, offer is relevant when negotiators make strategic offers to create value and find a mutually beneficial solution. For example, a gallery may make an offer to an artist to represent their work.

Option in negotiation refers to the alternative or choice that is available to a party. Related terms include

alternative, choice, and possibility. In the Advanced Certificate in Negotiation in the Arts, option is relevant when negotiators evaluate their options and select the best course of action. For instance, a musician may have the option to sign with a major label or an independent label.

Outcome in negotiation refers to the result or consequence of the negotiation. Related terms include agreement, deal, and settlement. In the context of the Advanced Certificate in Negotiation in the Arts, outcome is relevant when negotiators evaluate the outcome of the negotiation and determine whether it meets their objectives. For example, a negotiator may evaluate the outcome of a negotiation and determine that it is a win-win solution.

Partnership in negotiation refers to the collaborative relationship between parties. Related terms include coalition, cooperation, and network. In the Advanced Certificate in Negotiation in the Arts, partnership is relevant when parties work together to create value and find a mutually beneficial solution. For instance, a gallery and an artist may form a partnership to develop a joint project.

Perspective in negotiation refers to the point of view or orientation that a party brings to the negotiation. Related terms include attitude, mindset, and worldview. In the context of the Advanced Certificate in Negotiation in the Arts, perspective is relevant when negotiators use a broad and inclusive perspective to understand the needs and concerns of the other party. For example, a curator may use a curatorial perspective to understand the vision of an artist and find a mutually beneficial solution.

Position in negotiation refers to the stated goal or objective that a party seeks to achieve in the negotiation. In the Advanced Certificate in Negotiation in the Arts, position is relevant when negotiators state their position clearly and specifically, and work to achieve this position through creative and effective negotiation strategies. For instance, an artist may take a firm position on the price of their work.

Power in negotiation refers to the ability of a party to influence the outcome of the negotiation. Related terms include authority, control, and leverage. In the context of the Advanced Certificate in Negotiation in the Arts, power is relevant when negotiators use their power to influence the other party and achieve their objectives. For example, a major gallery may use its power to influence the terms of a contract with an artist.

Principled Negotiation in negotiation refers to the approach of focusing on objective criteria and principles rather than personal interests or positions. Related terms include interest-based negotiation, collaborative negotiation, and integrative negotiation. In the Advanced Certificate in Negotiation in the Arts, principled negotiation is relevant when negotiators use objective criteria and principles to evaluate options and make informed decisions. For instance, a curator may use principled negotiation to evaluate the merits of a particular artwork.

Process in negotiation refers to the series of steps or stages that are involved in the negotiation. Related terms include procedure, protocol, and routine. In the context of the Advanced Certificate in Negotiation in the Arts, process is relevant when negotiators follow a clear and structured process to manage the negotiation and achieve their objectives. For example, a negotiator may follow a step-by-step process to prepare for a negotiation.

Protocol in negotiation refers to the set of rules or guidelines that govern the negotiation. Related terms include procedure, process, and routine. In the Advanced Certificate in Negotiation in the Arts, protocol is relevant when negotiators follow established protocols to manage the negotiation and maintain a professional relationship. For instance, a curator may follow a standard protocol for acquiring artworks for a museum.

Rationality in negotiation refers to the ability to make logical and informed decisions. In the context of the Advanced Certificate in Negotiation in the Arts, rationality is relevant when negotiators use rational and analytical approaches to evaluate their options and make informed decisions. For example, a collector may use rational decision-making to evaluate the value of an artwork.

Relationship in negotiation refers to the connection or bond between parties. In the Advanced Certificate in Negotiation in the Arts, relationship is relevant when negotiators build and maintain a positive and productive relationship with the other party. For instance, a gallery and an artist may develop a long-term relationship based on trust and mutual respect.

Reservation Price in negotiation refers to the minimum price or value that a party is willing to accept. Related terms include aspiration, target point, and walk-away point. In the context of the Advanced Certificate in Negotiation in the Arts, reservation price is relevant when negotiators set a clear and specific reservation price, and use this price as a benchmark for the negotiation. For example, an artist may have a reservation price of \$10,000 for their work.

Risk in negotiation refers to the possibility of an unfavorable or undesirable outcome. Related terms include uncertainty, volatility, and vulnerability. In the Advanced Certificate in Negotiation in the Arts, risk is relevant when negotiators assess and manage risk to minimize the chances of an unfavorable outcome. For instance, a collector may assess the risk of purchasing a particular artwork, and take steps to mitigate this risk.

Settlement in negotiation refers to the agreement or resolution that is reached through the negotiation. Related terms include agreement, deal, and outcome. In the context of the Advanced Certificate in Negotiation in the Arts, settlement is relevant when negotiators reach a mutually acceptable settlement, and implement the terms of the agreement. For example, a musician and a manager may reach a settlement on the terms of a contract.

Signaling in negotiation refers to the process of conveying information or intentions through actions or communications. Related terms include message, communication, and feedback. In the Advanced Certificate in Negotiation in the Arts, signaling is relevant when negotiators use strategic signaling to convey their intentions and influence the other party. For instance, a curator may use signaling to convey their interest in an artist's work.

Strategy in negotiation refers to the plan or approach that a party uses to achieve their objectives. Related terms include approach, method, and tactic. In the context of the Advanced Certificate in Negotiation in the Arts, strategy is relevant when negotiators develop and implement a clear and effective strategy to achieve their objectives. For example, a negotiator may use a strategic approach to build trust and create value in the negotiation.

Target Point in negotiation refers to the specific goal or objective that a party seeks to achieve in the negotiation. Related terms include aspiration, goal, and objective. In the Advanced Certificate in Negotiation in the Arts, target point is relevant when negotiators set a clear and specific target point, and work to achieve this target point through creative and effective negotiation strategies. For instance, an artist may have a target point of securing a major exhibition at a prominent gallery.

Term in negotiation refers to a specific condition or provision that is included in the agreement. Related terms include clause, condition, and provision. In the context of the Advanced Certificate in Negotiation in the Arts, term is relevant when negotiators negotiate the terms of the agreement, and ensure that these terms are clear and specific. For example, a musician and a manager may negotiate the terms of a contract, including the length of the contract and the royalties paid to the musician.

Trade-off in negotiation refers to the exchange or concession that is made by one party in return for a concession or benefit from the other party. Related terms include compromise, concession, and settlement. In the Advanced Certificate in Negotiation in the Arts, trade-off is relevant when negotiators make strategic trade-offs to create value and find a mutually beneficial solution.