**Week 3 Discussion 1**

* 1

BUS-340: Contracting and Purchasing Negotiation Techniques

"Good Dictator / Bad General"

1. From both e-Activities, <http://www.youtube.com/watch?v=JpGjScOFLtc> and <http://www.youtube.com/watch?v=iVZaIp69Fss> determine two (2) factors that make the “Good Guy/Bad Guy” technique in negotiating highly effective. Explain why they are effective.

2. Suppose you are looking to purchase a home or a vehicle at a government sale, and you want to receive the best possible offer from the seller. Explain fundamental reasons why the early establishment of the role that “Good Guy Bad Guy” negotiating will play in obtaining the best possible offer on the home or vehicle you want to purchase is important. Provide at least two (2) examples of the early establishment of this role to support your rationale.

* 2
* 3
* 4
* [2](https://blackboard.strayer.edu/webapps/discussionboard/do/message?action=list_messages&forum_id=_2553161_1&nav=discussion_board&conf_id=_179778_1&course_id=_214350_1&message_id=_61226577_1)
* [3](https://blackboard.strayer.edu/webapps/discussionboard/do/message?action=list_messages&forum_id=_2553161_1&nav=discussion_board&conf_id=_179778_1&course_id=_214350_1&message_id=_61226577_1)
* [4](https://blackboard.strayer.edu/webapps/discussionboard/do/message?action=list_messages&forum_id=_2553161_1&nav=discussion_board&conf_id=_179778_1&course_id=_214350_1&message_id=_61226577_1)
* [5](https://blackboard.strayer.edu/webapps/discussionboard/do/message?action=list_messages&forum_id=_2553161_1&nav=discussion_board&conf_id=_179778_1&course_id=_214350_1&message_id=_61226577_1)