

# SOME ASPECTS REGARDING MEETINGS, CONFLICTS AND NEGOCIATION

**SĂVESCU Dan**

Transilvania University of Braşov

dsavescu@unitbv.ro

**Keywords:** management, meeting, conflicts, negotiation

In the paper there are presented some aspects regarding the meeting administration, themes, rules, conflicts and their management, responding ways, attention level, training, negotiation, self advantage psychology approach, negotiation styles.

## 1. MEETINGS

The most efficient meeting takes 30 seconds: „to raise a hand those who do their job!”

The 5 „golden rules” of meetings are:

1. Never be in time – You will be receipt like a beginner.
2. Say nothing – You will be receipt like a sage.
3. Be as it is permitted evasive – Nobody will be irritated by your ideas.
4. When you are not owner on subject ask a delay – and take care to bereave
5. Be the first one who want to demand the end of the meeting – In fact everyone think about this

## 2. CONFLICTS AND THEIR MANAGEMENT

Conflicts are manifested in three forms:

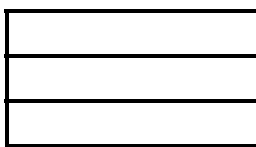
- (a) Crisis status – the existence of a conffliction status (PL can manage the conflict).
- (b) Isolate incidents status –fury break-out based on stress.
- (c) Tensile status – sombre atmosphere, burdensome.

## 3. NEGOTIATION

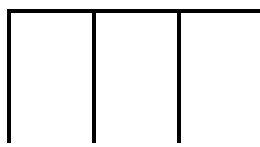
What does it means negotiation?

**Definitions:**

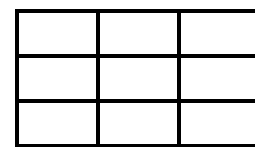
1. *François de Collieres (1716):* the science to put in plain accord advantages and interests of participants.
2. *Arthur Lall:* a fight using peaceful methods, others like the juridical one.
3. *Smith Simpson:* a part of the large and complex managerial activity, in which the top management promotes his own objectives.



What do **WE** see?



What do the **OTHERS** are seeing



**REALITY**