MOTIVATION: NEEDS/NEGOTIATING....Elliott #482

Gerard I. Nierenberg (131, THE ART OF NEGOTIATING: PSYCHOLOGICAL STRATEGIES FOR GAINING ADVANTAGEOUS BARGAINS, Hawthorn/68) in this diagram uses Maslow's needs taxonomy, defining "Homeostatic" as (74) "the automatic efforts of the body to maintain itself in a normal, balanced state." 78: "An individual's existence is a constant struggle to satisfy needs; behavior is the reaction of the organism to achieve a reduction of need pressures; and behavior is directed to some desired goal." This book is to help one "employ these facts about human needs in successful cooperative negotiation." 131: "The underlying philosophy of negotiating success--everyone wins."

Here's what strikes me hardest in dimension #1 (I-VII):

... in dimension #2(1-6):

... in dimension #3 (A-C):

VARIETIES OF APPLICATION Negotiator works against opposer's needs. C Negotiator works against his needs. Negotiator works for opposer's and his own needs. or Negotiator lets opposer work for his needs в 0 Negotiator works for opposer's needs. ¢ 0 0 X ъ рc A 0 Understa urity ation 5 9 2 < (er ρ 5 c ъ ctualiz tic ø 010 ε t a S 0 e e and - ROACH 8 s ъ e t h0 5 ~ σ s S Q ¢ 4 c ę LU ≯ Ε 2 i. ŝ 4 0 0 φ ¢, 0 \$ C 3 107 Saf $\boldsymbol{\prec}$ S 70 111 ۷ VI VII L II IV NEEDS (fr. Maslow, MOTIVATION AND PERSONALITY, Harper/54) This matrix figure represents a block of 126 individual cubes,

THE STRUCTURE AND ORDER OF GAMBITS IN THE NEED THEORY OF NEGOTIATING

Negotiator works against opposer's and his own needs

each of which stands for a different negotiating gambit .. These cubes can be further subdivided.