

# SOME ASPECTS REGARDING MEETINGS, CONFLICTS AND NEGOCIATION

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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:

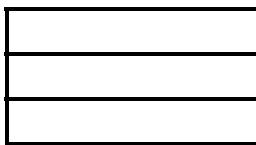
- (a) Crisis status – the existence of a conflation status (PL can manage the conflict).
- (b) Isolate incidents status –fury break-out based on stress.
- (c) Tensile status – sombre atmosphere, burdensome.

## 3. NEGOTIATION

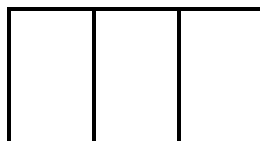
What does it means negotiation?

### Definitions:

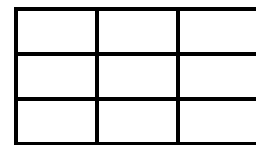
1. *François de Collieres (1716)*: the science to put in plain accord advantages and interests of participants.
2. *Arthur Lall*: a fight using peaceful methods, others like the juridical one.
3. *Smith Simpson*: a part of the large and complex managerial activity, in which the top management promotes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



What do **WE** see?



What do the **OTHERS** are seeing



**REALITY**