

# Integrative negotiation

Integrative negotiation, also known as collaborative or win-win negotiation, is a negotiation approach focused on creating value and maximizing joint outcomes for all parties involved. Unlike distributive negotiation, where the goal is to divide a fixed pie, integrative negotiation seeks to expand the pie by identifying common interests and finding mutually beneficial solutions.



# Integrative Negotiation Sage Pub

**Rachel S Tattersall**



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