

THE "THIN RED LINE" IN THE NEGOTIATIONS

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Abstract

Negotiations are a complicated, complex and dynamic process connected with the exchange of concessions and meeting different interests and positions. This process is related to finding solutions to problems without disturbing the relationship and the "good tone", ie. avoiding conflict. The focus of this article is the "thin red line" between the material, the essential part, which is problem-oriented and the personal, oriented to the exercise of power (positions). The counter-intuitive model is also considered as one of the possible ways to avoid the escalation of tensions between negotiators.

Keywords: negotiations; "conflict spiral"; "thin red line"; counter-intuitive model

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