

Prima Divorce. Sean Noble

This past negotiation that was the Prima divorce was done differently than first asked to do by myself and Mellissa. We were originally supposed to be the lawyers but we role played as the parents instead. I was the mother and Mellissa was the father. We did eventually come to an agreement but after almost a whole hour of negotiating. We settled upon child support for both kids around what I had originally asked for. I got the Volvo wagon which was paid off. We split the money 50/50 and have joint custody of the children. We negotiated for close to an hour. The negotiations went well I feel however. I went into the negotiation with the mentality that even though I was mad at the mother for doing what she was doing I was going to win and get close to everything that I wanted. In being the mother I knew that all I had to do was go into court and plead with a judge for little time and I would get what I wanted anyways, so I kept that on the back burner. The other leverage I decided was definitely going to work would be that of the children. If things started to go wrong I would use one of those to leverage the conversation back to my side. We both made good points. I felt that I remained more unemotional than my partner did. There were some points in the conversation where I felt myself getting a little bit emotional but then I reminded myself to stay level headed. I felt that my Mellissa remained pretty level headed during the whole negotiation as well. It is always interesting to see how the other party is going to play the negotiation. I was throwing around figures that I had sort of embellished from the private information sheet that we had been given. Mellissa had asked me if I was lying about the numbers a couple of times but I calmly declined that I was. To me it didn't seem like lying. I was only doing so for the benefit of the children. I think that in the future in a similar situation negotiation, I would just have flat out not done the negotiation the same and just said this is what I want or else I am going with my BATNA. In this case would have been just going to court and essentially getting everything that I wanted in the first place. However I took the high road on this one and stayed with the negotiation and gave a little on my demands in order to preserve some of the relationship that I had with my "husband" since it wouldn't be the last time that we met. I felt and always have felt that I was a pretty good negotiator all around. This negotiation only more solidified the fact for me. I have the ability to remain calm in tense situations, which is always the best choice. When emotions start to run ramped in a negotiation then nothing really ever gets solved and the parties usually get nothing close to what they had wanted to achieve in the first place. When it comes to negotiating I would much rather negotiate with a male counterparty over a female one. For some reason I just feel that negotiating with a male counter party is just easier. Like both of us are on the same level. We understand each other's points better. Also the very last thing that was said after our terms had been reached was from Mellissa who then revealed that she had been cheating on me, which made me feel like I was sort of cheated from the negotiation, but who knows , maybe I deserved it, I did embellish my amounts a little bit.