

## Self-Negotiation:

**Self-negotiation as a collaborative process**, is similar to mediation, except one becomes one's own advocate in the process. This is to say that one chooses to try and be the person controlling the process between the two parties, while at the same time being one of the parties, and representing oneself.

For those familiar with collaborative techniques used in mediation, this may be quite an acceptable manner of working to resolve conflict between two parties; however, for the vast majority of people, this puts one in a very stressful position during the conflict resolution process, as one is trying to represent one's position at the same time as trying to control the process; the name attributed to this process, as described, is self-negotiation.

Again, as in mediation, the decision-making authority rests with the parties themselves, although usually it is never formally spelled out. If practiced in a truly collaborative, sensitive, and respectful way, self-negotiation can present the opportunity to peacefully express conflict and to "hear each other out" even when an understanding or agreement is not reached.

A simple **comparison of competing processes** follows:

	Cost	Time	Results	Client Control over Process	Relationship Satisfaction
Court Litigation	high	long	variable	poor	poor
Arbitration	average	average	average	fair	fair
Self-negotiation	average	average	average	good	variable
Mediation	low	short	good	good	good