Appendix A: Mini-Quiz Answers

Section 2.1
BATNA stands for which of the following concepts:
   a. Beliefs, Attitudes, and Tactics in Negotiating Agreements
   b. Best Attempt To Negotiate Agreement
   c. Best Alternative To a Negotiated Agreement
   d. Better Action Through Negotiated Alternative
Answer: c

Section 2.2
Understanding cultural differences can be helpful to negotiators. Of the following statements, which correctly describes a key difference between useful generalizations and counterproductive stereotypes?
   a. A useful generalization is streamlined and easy to remember and apply; stereotypes are counterproductive because they are too complex for practical use in the field.
   b. A useful generalization applies to all individuals within a group; stereotypes are not as reliable because they apply only to some.
   c. A useful generalization can be counted on not to change over time; stereotypes are only good for first guesses.
   d. None of these statements is accurate.
Answer: d

Section 2.3
Which of the following describes an important consideration for negotiators who are contemplating use of “carrots and sticks”?
   a. Threatening military force is a low-risk strategy that shows your counterpart how seriously you take the issues.
   b. In the wrong context, threats may simply stiffen resistance and prove damaging to long-term counterpart relationships.
   c. Positive incentives always send a signal that you see yourself in a weaker position and must “bribe” your way to a positive outcome.
   d. All of the above.
Answer: b

Section 2.4
In which of the following ways to Track II and Track III leaders often contribute to peace negotiations?
   a. In informal settings, Track II and III leaders may be the first to explore creative solutions to long-standing problems.
   b. With specialized expertise, Track II and III leaders may be called on to serve in working groups in formal negotiations.
c. With broad ties to their communities, Track II and III leaders can be helpful in rebuilding relationships once a peace agreement has been reached.

Answer: d

Chapter 3
Which of the following was the most successful attempt to use leverage?

a. The African National Congress’s staging of massive strikes, which demonstrated the movement’s popular support.

b. The National Party’s covert military and financial support to the Inkatha Freedom Party, which helped to build a broad coalition.

c. The Inkatha Freedom Party’s threat to boycott national elections, which forced substantial concessions from the other parties.

d. The Afrikaner Weerstandsbeweging’s raid on the official negotiating forum in Johannesburg, which demonstrated the level of commitment felt by white conservatives.

Answer: a

Chapter 4
In what way did the plan put forth by Bernard Baruch to the United Nations differ from the ideas presented in the Acheson-Lilienthal Report?

a. Strict verification and enforcement were fundamental in Baruch’s plan, but not in the ideas presented in the Acheson-Lilienthal Report.

b. The Baruch plan covered conventional weapons as well as nuclear weapons, while the Acheson-Lilienthal Report on considered nuclear weapons.

c. The Acheson-Lilienthal Report was concerned with peaceful uses of nuclear technology, while the Baruch plan was not.

d. All of the above.

Answer: a

Chapter 5
The U.S. and its NATO allies eventually dropped plans for the Multilateral Force (MLF) because...

a. Some in the U.S. and NATO already had reservations about the MLF.

b. The U.S. and NATO had alternative ways of meeting their objectives.

c. The Soviets considered blocking MLF a sufficiently high priority that in exchange, they were prepared to accede to other U.S. or NATO concerns.

Answer: d