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Throughout the article, we rely on integrative negotiation as the key strategy to achieve these objectives and review work that has highlighted the specific tactics involved. Keywords

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fulfill its potential, however, the search engaged in must be joint, and during the search, the adversaries must interact face to face. Distributive negotiation can also be made more productive by having the adversaries interact face to face, under conditions that emphasize their similarities.

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Integrative negotiation is a negotiation strategy in which the involved parties work together to find a solution that satisfies to the needs and concerns of

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each. This process often involves group brainstorming and creative thinking for individuals to suggest different ideas that benefit both parties.

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