**Video Title:** How to Deal with Impasse and the Walk-Away in Negotiations by Nick Psyhogeos

**Video URL:** <https://www.youtube.com/watch?v=x1Db6tqkl-M>

**Run Time:** 4:11

**Source:** Global Negotiations LLC/YouTube

**Close Caption Available:** Yes

The threat of walking away and dealing with an impasse is described on pages 74-75 of the textbook. The presenter Nick Psyhogeos says that both impasse and walkaways are inevitable if you do deals. Your preparation and perseverance will be the most significant factors in determining the success or failure in the negotiation. An impasse will occur if you reach a point of contention with the other side on a critical issue. An issue is critical if it would turn a good deal into a bad deal.
 Nick P. applies a simple test to see if he is dealing properly with an impasse. Suppose he were called into his CEO’s office or a managing partner in a law firm, and were asked what progress he was making on a deal worth doing. If he could say that he had advanced a reasonable and principled position in the negotiation, and that he had tried to close the gap with his counterpart, he would be satisfied. The next step would be to shift the burden over to his opponent to find a good solution to the impasse. This would help indicate whether the counterpart is sincere and committed to finding a solution. The other side would have to decide if they have been reasonable, if they have emptied their tank with respect to possible solutions.

 A walkaway could happen, but it is not time to panic. Instead, let time pass to see if the other side is really bluffing. The more time goes by, the less likely it is a bluff, and the other side has reached a true walkaway. Perhaps another stakeholder in the company can approach the other side for you. Keep trying to negotiate unless both sides have reached their bottom line (an unacceptable offer or demand). But if there is any room left for negotiation, there is a good chance of getting back to the negotiating table.

 When faced with an impasse or a walkaway the preparation you have done with respect to defining the value of the deal you offer will be helpful. You will be guided with respect to making the right decision about continuing to negotiate or walking away from the negotiation.

*Questions for Thought and Discussion*

1. Why does the presenter place so much importance on preparation to help you deal with an impasse or a walk away?

2. Why would letting time pass before the negotiation is concluded help indicate if the other side is bluffing?

3. Why is perseverance quite important in dealing with an impasse?

4. One of the suggestions for dealing with an impasse suggested in the textbook is “keep talking”? Did you observe any hint of this suggestion in the video?

5. How does the *bottom line* mentioned in the video fit the concept of the *min-max* approach described on page 69 of the textbook?