

## Hard Negotiation vs Collaborative Negotiation (vsdiff.com)

Feature	Hard Negotiation	Collaborative Negotiation
Approach	Competitive	Cooperative
Goal	Maximize own gain	Mutual benefit
Communication Style	Direct, confrontational	Open, constructive
Relationship Focus	Transactional, short-term	Long-term, trust-building
Conflict Resolution	Win-lose	Win-win
Examples	Business mergers, legal disputes	Team projects, partnerships

Source: <https://vsdiff.com/hard-negotiation-vs-collaborative-negotiation/>