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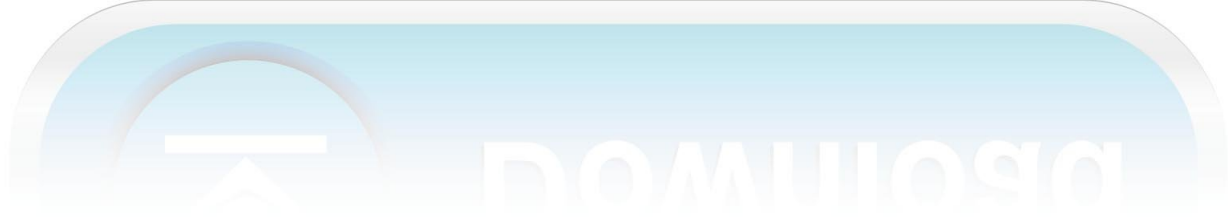
undertaking future negotiations with the other party, lessened ability to achieve good outcomes for both parties (integrative solutions), and enhanced difficulty in establishing relationships. More specifically, Email-based negotiations may likely face issues of deception, trust and rapport building, more aggressive interactions and behaviour between parties involved (Parlami & Geiger 2015, p. 360). Pak and Zhou (2014) further recognised deception a key issue downfall to CMC negotiations, acknowledging that it can significantly impact group decision making and the overall effectiveness of CMC for personal and business uses.

Derks, Fischer and Bos (2008) concluded that negotiations using CMC methods were more difficult than FtF. Additionally, Yang (2012, p. 25) further concluded that FtF interactions are the best method for achieving desired outcomes in negotiations. Thus, within the literature, it is seen prominently that FtF is the more effective and efficient method of negotiation. However, my personal experiences undertaking CMC and FtF negotiations prompted me to challenge these findings.

Negotiations via Email – Practical

Within a small portion of the literature it is seen that FtF and CMC methods may achieve similar outcomes, regardless of their strengths and weaknesses. Moore et al. (1999, p. 40) identified that there are no significant differences in resultant outcomes of negotiations, whether face-to-face or Email-based. More specifically, each negotiation method is likely to obtain the same outcomes for pivotal elements of the negotiation, such as the final price of an agreement (Galini, Gross & Gosalker 2007, p. 794). After reflecting on my experiences undertaking FtF and CMC negotiations (below), I have found that my experiences resonate with these findings, as in both cases a desirable outcome was achieved.

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