**Basic Types of Negotiations:**

**Distributive negotiations**: this type involve win-lose, wherein one party’s gain is another party’s loss.

**Integrative negotiation**: this type involve joint problem solving to achieve results benefiting both the parties.

**Attitudinal structuring**: it is the process by which conflicting parties seek to establish desired attitudes and relationships.

**Intra-organizational negotiations**: this type of negotiation involve a set of negotiators representing different groups, and each set of negotiators tries to build consensus for agreement to resolve intragroup conflict before dealing with the other groups negotiators.