

PSYCHOLOGICAL win-win-win

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Abstract

In a psychological order "win-win-win" indicates legitimate and certain principles of governance Introduces "superego" in place of "individualism"

From a psychological perspective, negotiation refers to any form of interaction in which people with different and conflicting interests communicate and discuss what steps they could take together to resolve their difference of opinion.

The good negotiator has TWO in front of him and not one. This differentiation psychologically moves the negotiation to a level of empathy and community and effectively reduces the possibility of disagreement, or the collapse of the agreement, as evidenced by the two studies below

From the unbridled A win - lose competition (John von Neumann) to win - win cooperation (J. F. Nash) and from there to humanism win-win-win (Papakonstantinidis)

The psychological function on the personal level as an individual but on the collective as a citizen The "conflict" between the individual and the collective is expressed in "I win-you win-we win" (win-win-win) She the idea contributes to the functioning of negotiation in psychoanalytic therapy to reduce the effects of transference and countertransference

The win-win-win involves three elements in one: individualism-empathy-communitarianism.

Introduction

Negotiation covers all dimensions of human life. All individuals negotiate every day and in all areas of our existence (with family, friends, colleagues, neighbors, etc.) with the goal of resolving a divergence of interests, reconciling different desires, dreams, disagreements, etc. Incorporating negotiation methods into professional work provides the opportunity to help psychologists find solutions that are both original and effective, simply because they take into account the needs and interests of each individual.

At this point, we differentiate the initial negotiation of two into a negotiation of three . A good negotiator has TWO against him, not one. This differentiation psychologically moves the negotiation to a level of empathy and community and effectively reduces the possibility of disagreement, or the collapse of the agreement, as it is proven with the two investigations below

This study of win - win - win selection and agreement focuses on the concept of the "good negotiator"

And to be a good negotiator, it is necessary to have a number of therapeutic skills (confidence, positivity, rationality, flexibility, etc.). In analytical psychotherapy the interactions are translated into a series of specific actions, regular movements and each one has a repertoire, which is unique to it. This is how the dynamic of the interaction is orchestrated based on the points to be discussed. In this interactive chain, one must distinguish, in each of two persons present, what is transference and what is countertransference. Here the basis for negotiation is formed to establish the therapeutic connection between the analyst and the patient. Compliance would then be the result of the rapprochement between two opposite persons: that of the analyst and that of the patient. Moreover, if alliance and transference: countertransference are the two sides of the therapeutic bond, they differ in the application of temporality: transference is a knot of the objective bond of the past to the present. is the transference of the past to the present, reminiscence, on the other hand, the therapeutic alliance after interpersonal negotiation, takes its source and articulates the link in a relationship from the present to the immediate future. In this situation, intersubjective consistency appears to be an essential factor in adapting their response during analytic psychotherapy. During this work, the transmission of the limiting solutions of the intra-subjective negotiation to the intersubjective negotiation (and vice versa) takes place through the patient's interpersonal discourse and the analyst's response. Thus, the conclusions highlight the fact that there are the same mechanisms of inter-subjectivity ¹in negotiation as in the resolution of different conflicts or problems but also in the practice of analytical psychotherapy.

In psychoanalytic Freudian ²theory transference is a displacement of the feeling of a representation to a representation of the analyst (psychiatrist, psychologist). It has a double dimension: the realization of the past and its displacement in the face of the analyst. In this sense, Freud distinguishes two transferences: one positive with the displacement of tender feelings and the other negative with the displacement of hostile feelings. feelings, exploring his transference and discovering new ways of satisfying his wants and needs. During analytic therapy we also see the effect of the patient on the analyst's unconscious emotions. This countertransference also has two basic types: countertransference of the first type refers to all the feelings experienced by the analyst towards the patient whose conscious care allows him to deepen his understanding, etc. Countertransference of the second type is linked to strong emotional reactions in the patient when it leads the analyst to meet his own needs rather than the needs of the patient. Lacan (1953)³believes that the binary transference/countertransference arises from a conception of the imaginary symmetry of the patient with the linker and the analyst and thus the subject is chanted according to its signifiers.

Analysis

The third "we win" represents all those classic rights and freedoms, the third we win points the way to freedom

However, if all three (3) partners can be open-minded enough to accept each other's carefully considered concessions, they can overcome their aggravating confrontation. Only then can they end whatever emotional turmoil their conflict has caused them

Accumulating evidence has shown that win-win is necessary for both individuals and society. This research, comprising two studies, aimed to develop and validate a measure of the win-win scale. In the first study, we examined the items by item analysis and extracted common factors using exploratory factor analysis (EFA), thus collectively identifying the items in the original scale consisting of five dimensions, such as integrity, progress, altruism, harmony, and coordination. . In the second study, we used first- and second-order confirmatory factor analysis (CFA) to test the construct validity of the scale. The results showed a good fit between the five-factor model and the data. Based on our results, we have formed a win-win scale keeping 5 items from the original project team. .

The basic steps must also be followed before any negotiation session: a) study the dispute in question before the negotiations. b) when assessing the interests of the parties, the best alternative to the negotiated agreement must be taken into account, c) there must be creativity in trying to find solutions when, on the face of it, the dispute appears intractable: the parties are often in deadlock when they take fixed positions before the negotiation and refuse to change them. d) it is necessary to see how the negotiations will be conducted: each negotiation has its own characteristics. but the following questions must be considered: 1) focus on the interests rather than the positions of the participants; 2) distinguish between the components and the problem. 3) listen carefully and actively to what each party has said. 4) try to ensure that all parties "win" by promoting win-win solutions, 5) evaluate proposals and the progress of negotiations in light of the best possible alternative. 6) feel free to interrupt or end negotiations if some people need to discuss a new topic. 7) prepare for the possibility of being confronted with provocative, intimidating, unfair or misleading behavior on the part of a participating party, etc. the analyst. During this operation, it is necessary above all to overcome these influences in order to discern the functioning of the patient's intrapersonal conflict structure. And to negotiate well and get along, it is also necessary to know, to understand the patient's intentions and also to allow him to know the analyst's intentions to help him overcome his difficulties or crises. For this reason, finally, in this article I present the substantial research that has been done on the involvement of negotiation in conflict resolution (intrapersonal, interpersonal, family, professional, group, etc.) and therefore my own conclusions from my work to the clinical psychologist and the university teacher-researcher on the methods and principles of negotiation in the activity of psychologists and health professionals ⁴.

Psychologists who want to use informal (real) or formal (simulated) negotiation should take into account that proper preparation is necessary to achieve their goals at the end of the negotiations. I think that different psychological methods and trainings can organize people in the interaction during the negotiation. These methodological approaches can lead to the use of the following research devices: abstract experimental games, simulations, analysis of direct clinical observations, surveys, case studies, conflict analyses, etc. Experimental games play a very important role in the development of the theory of interaction and negotiation. The main types of games are as follows: a) zero-sum games (one person's gain and another's loss - win-lose situation) was first studied by Von Neumann and Morgenstern, (1944). b) non-zero-sum games are the search for an acceptable solution for all (one person's profit and another's win-win situation). The Nash (1953) bargaining game is a simple two-person game used to model bargaining interactions. . According to Nash ⁵, there is here, for each, a safety point, corresponding to the outcome below which there is a refusal—the best alternative to the negotiated agreement. On the other hand, the negotiation simulation is a functional representation, in a simplified form, of the relationships that exist between individuals and that symbolizes or reproduces the maximum reality. In my view, these claims are comparable to the structure of the negotiation process with the phases of confrontation or the positive/negative developments of various conflicts. Several healthcare professionals have found that conflict in the workplace (private companies, public institutions, hospitals, universities, etc.) and excessive workload can cause personal discomfort and burnout. In my opinion, arousing positive emotions, including pleasure, through interpersonal negotiation (real or simulated) can significantly reduce individuals' interpersonal distress, anxiety, and burnout. Radtchenko-Draillard (2019) ⁶writes: "To evaluate the effects of emotional therapeutic stimulation, analytical psychotherapy and interpersonal negotiations through the improvement of pleasure, I conducted a qualitative study (interviews) with 119 leaders (of French and foreign companies located in Paris and its suburbs). According to my analysis, 75% of male executives and 69% of female executives believe that pleasure is essential to prevent burnout." Another important area of application of negotiation is its use by health or legal professionals in extreme situations (hostages, terrorist threats, suicide attempts or self-harm by fragile and psychotic people, etc.). terms of resolving a hostage crisis without fatalities to either hostages or hostages (HTs) a remarkable statistic for any form of strategic intervention in a lifesaving crisis. The success of hostage negotiation strategies may be one of the best arguments for including the principles of practical psychology as an essential component of law enforcement training." Without negotiation, clinical treatment is also doomed to failure; the psychiatrist and psychologist must also be careful in the wave of emergency, where, in the face of delusions, dangers of the patient, sometimes the restriction is imposed to which it is imperative to return, exchange with the patient, however, it should be noted that this is especially true during negotiations when cultural or language differences between the parties may, in some cases, be a source of misunderstanding. Sexual differences can also play a role in the negotiation process, regardless of whether or not the parties share the same culture. Stereotypes and prejudices, whether based on gender, culture, physical or racial differences, or physics, can cause and reinforce misunderstandings between parties.

Conclusions

The function of negotiation in psychoanalytic therapy to reduce the effects of transference and countertransference

In psychoanalytic Freudian theory transference is a displacement of the feeling of a representation to a representation of the analyst (psychiatrist, psychologist). It has a double dimension: the realization of the past and its displacement in the face of the analyst. In this sense, Freud distinguishes two transferences: one positive with the displacement of tender feelings and the other negative with the displacement of hostile feelings. feelings, exploring his transference and discovering new ways of satisfying his wants and needs. During analytic therapy we also see the effect of the patient on the analyst's unconscious emotions. This countertransference also has two basic types: countertransference of the first type refers to all the feelings experienced by the analyst towards the patient whose conscious care allows him to deepen his understanding, etc. Countertransference of the second type is linked to strong emotional reactions in the patient when it leads the analyst to meet his own needs rather than the needs of the patient. Lacan (1953) believes that the binary transference/countertransference arises from a conception of the imaginary symmetry of the patient with the linker and the analyst and thus the subject is chartered according to its signifiers. Lacan thus distinguishes the empty word and the full word ...first and from the beginning pure call of the void, in the ambiguous impotent seduction that is teased by the other by the means where the subject puts his complacency and where he will deal with the monument of his narcissism

RESEARCHES- 1 and 2

CORRELATION

RESEARCH-1

1-1-2021 UNTIL 31-12-2021

Sex respondents

	MEN	WOMEN	total
Urban areas	548	592	1140

Age of respondents

AGE GROUP	FREQUENCY
• Under 12	-
• 12-17	
• 18-24	
• 25-34	324
• 35-44	236
• 45-54	155
• 55-64	215
• 65-74	210
• 75+	
• Total	1140

	EDUCATIONAL LEVEL	MEN	WOMEN
1	PRIMARY SCHOOL GRADUATES	5	12
2	HIGH SCHOOL GRADUATES	345	342
3	UNIVERSITY GRADUATES	119	149
5	MASTER'S DEGREE	70	7 8
6	DOCTORATE HOLDERS	8	11
7	POST-DOC	1	-
	Total	548	592

Questionnaire

Close Ended Questions:

	intensity				
	I strongly disagree	Disagree	I don't care	Agree	I totally agree
You only consider personal gain					
Consider the benefit of other negotiators					
Consider the overall benefit					

Behavior in negotiation

	I strongly disagree	Disagree	neutral	agree	I totally agree	total	
1.1	You only consider personal gain	40	85	80	100	80	385
1.2	Consider the benefit of other negotiators	55	35	120	105	84	399
1.3	Consider the overall benefit	72	79	70	80	55	356
	Total	167	199	270	285	219	1140

EXPECTED PRICES

$$E = \frac{(\text{row..total})(\text{column..total})}{(\text{grand..total})}$$

	I strongly disagree	Disagree	neutral	agree	I totally agree	
1.1	You only consider personal gain	56.4	67.2	91.18	96.25	73.96
1.2	Consider the benefit of other negotiators	58.45	69.65	94.5	99.75	76.65
1.3	Consider the overall benefit	52.15	62.14	84.31	89.00	68.9

ΠΑΡΑΤΗΡΟΥΜ ΕΝΕΣ – ΠΡΟΣΔΟΚΟΜΕ ΝΕΣ...ΣΥΧΝΟΤΗΤΕΣ

OBSERVED (OBS).FREQUENCES – EXPECTED (EXP)...FREQUENCES

$$E = \frac{(\text{obs-exp})^2}{(\text{exp})}$$

$$\chi^2_c = \sum_{i=1}^k \frac{(O_i - E_i)^2}{E_i}$$

	I strongly disagree	Disagree	neutral	agree	I totally agree	
1.1	You only consider personal gain	40-56.4	85-67.2	80-91,18	100-96.25	80-73.96
1.2	Consider the benefit of other negotiators	55-58,45	35-69.65	120-94.5	105-99.75	84-76,65
1.3	Consider the overall benefit	72-52,15	79-62,14	70-84,31	80-89.00	55-68.9

$$E = \frac{(\text{obs-exp})^2}{(\text{exp})}$$

$$\chi^2_c = \sum_{i=1}^k \frac{(O_i - E_i)^2}{E_i}$$

$$\frac{(40 - 56,4)^2}{56,4} + \frac{(85 - 67,2)^2}{67,2} + \frac{(80 - 91,8)^2}{91,18} + \frac{(100 - 96,25)^2}{96,25} + \frac{(80 - 73,96)^2}{73,96}$$

$$4.76 + 4.71 + 1.52 + 0.15 + 0.081 = 11.221$$

Critical value

Critical values

<i>n</i>	$\alpha = 0.995$	$\alpha = 0.99$	$\alpha = 0.975$	$\alpha = 0.95$	$\alpha = 0.90$	$\alpha = 0.85$	$\alpha = 0.80$	$\alpha = 0.75$
1	0.000	0.000	0.001	0.004	3,841	5,024	6,635	7,879
2	0.010	0.020	0.051	0.103	5,991	7,378	9,210	10,597
3	0.072	0.115	0.216	0.352	7,815	9,348	11,345	12,838
4	0.207	0.297	0.484	0.711	9,488	11,143	13,277	14,860
5	0.412	0.554	0.831	1,145	11,070	12,832	15,086	16,750
6	0.676	0.872	1,237	1,635	12,592	14,449	16,812	18,548
7	0.989	1,239	1,690	2,167	14,067	16,013	18,475	20,278
8	1,344	1,647	2,180	2,733	15,507	17,535	20,090	21,955
9	1,735	2,088	2,700	3,325	16,919	19,023	21,888	23,589
10	2,156	2,558	3,247	3,940	18,307	20,483	23,209	25,188
11	2,603	3,053	3,816	4,575	19,675	21,920	24,725	26,757
12	3,074	3,571	4,404	5,226	21,026	23,337	26,217	28,300
13	3,565	4,107	5,009	5,892	22,362	24,736	27,888	29,819
14	4,075	4,660	5,629	6,571	23,685	26,119	29,141	31,319
15	4,601	5,229	6,262	7,261	24,996	27,488	30,578	32,801
16	5,142	5,812	6,908	7,962	26,296	28,845	32,000	34,267
17	5,697	6,408	7,564	8,672	27,587	30,191	33,409	35,718
18	6,265	7,015	8,231	9,390	28,869	31,526	34,805	37,156
19	6,844	7,633	8,907	10,117	30,144	32,852	36,191	38,582
20	7,434	8,260	9,591	10,851	31,414	34,170	37,566	39,997
21	8,034	8,897	10,283	11,591	32,671	35,479	38,932	41,401
22	8,643	9,542	10,982	12,338	33,924	36,781	40,289	42,796
23	9,260	10,196	11,689	13,091	35,172	38,076	41,638	44,181
24	9,886	10,856	12,401	13,848	36,415	39,364	42,980	45,558
25	10,520	11,524	13,120	14,611	37,652	40,646	44,314	46,928
26	11,160	12,198	13,844	15,379	38,885	41,923	45,642	48,290
27	11,808	12,878	14,573	16,151	40,113	43,194	46,963	49,645
28	12,461	13,565	15,308	16,928	41,337	44,461	48,278	50,994
29	13,121	14,256	16,047	17,708	42,557	45,722	49,588	52,335
30	13,787	14,953	16,791	18,493	43,773	46,979	50,892	53,672
40	20,706	22,164	24,4331	26,509	55,756	59,342	63,691	66,766
50	27,991	29,708	32,3574	34,764	67,505	71,420	76,154	79,490
60	35,535	37,485	40,4817	43,188	79,082	83,298	88,379	91,952
70	43,275	45,442	48,7576	51,739	90,531	95,023	100,425	104,215
80	51,172	53,540	57,1532	60,392	101,879	106,629	112,329	116,321
90	59,196	61,754	65,6466	69,126	113,145	118,136	124,116	128,299
100	67,328	70,065	74,2219	77,930	124,342	129,561	135,807	140,169

		I strongly disagree	Disagree	neutral	agree	I totally agree
1.1	You only consider personal gain	40-56.4	85-67.2	80-91,18	100-96.25	80-73.96

CHECK OF NULL HYPOTHESIS H_0

For significance level, $\alpha=0.05$ and $(c-1)(r-1)=(5-1)(3-1)=8$..df degrees of freedom we have $\chi^2_{\text{calcul}} = 11,221 < \chi^2_{\text{critical}} = 15,507$

The rejection region of the control is defined by the inequality

$$\chi^2_{\text{calcul}} = 11,221 < \chi^2_{\text{critical}} = 15,507$$

and because $11,221 < 15,507$ that is, because the value of the statistical control function belongs to the rejection region, the null hypothesis, at a significance level of 0.05 is rejected. The probability that this conclusion is wrong is at most 0.05

This means that it is H_0 rejected, which in turn means that its alternative H_1 is accepted

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1.2	Consider the benefit of other negotiators	55-58,45	35-69.65	120-94.5	105-99.75	84-76,65
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$$\frac{(\text{obs-exp})^2}{(\text{exp})}$$

$$\chi^2_c = \sum_{i=1}^k \frac{(O_i - E_i)^2}{E_i}$$

$$\frac{(55 - 58,4)^2}{58,4} + \frac{(35 - 69,65)^2}{69,65} + \frac{(120 - 94,5)^2}{94,5} + \frac{(105 - 99,75)^2}{99,75} + \frac{(84 - 76,65)^2}{76,65} = 0,197 + 17,23 + 6,81 + 0,27 + 0,70 = 25,20$$

Critical values

<i>n</i>	$\alpha = 0.995$	$\alpha = 0.99$	$\alpha = 0.975$	$\alpha = 0.95$	$\alpha = 0.05$	$\alpha = 0.025$	$\alpha = 0.01$	$\alpha = 0.005$
1	0.000	0.000	0.001	0.004	3,841	5,024	6,635	7,879
2	0.010	0.020	0.051	0.103	5,991	7,378	9,210	10,597
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100	67,328	70,065	74,2219	77,930	124,342	129,561	135,807	140,169

The rejection region of the control is defined by the inequality

$$\chi^2_{\text{calcul}} = 25,20 < \chi^2_{\text{critical}} = 15,507$$

and because $25,20 < 15,507$ that is, because the value of the control statistic does not belong to the rejection region, the null hypothesis, at a significance level of 0.05 is accepted The probability that this conclusion is wrong is at most 0.05

1.3	Consider the overall benefit	72-52,15	79-62,14	70-84,31	80-89,00	55-68,9
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$$\chi^2_c = \sum_{i=1}^k \frac{(O_i - E_i)^2}{E_i} = \frac{(72 - 52,15)^2}{52,15} + \frac{(79 - 62,14)^2}{62,14} + \frac{(70 - 84,31)^2}{84,31} + \frac{(80 - 89)^2}{89} + \frac{(55 - 68,9)^2}{68,9} = 7,55 + 4,57 + 2,42 + 0,910 + 2,8 = 18,25 \chi^2_{\text{calul}} = 18,25 > 15,507 = \chi^2_{\text{critical}}$$

Critical values

n	$\alpha = 0.995$	$\alpha = 0.99$	$\alpha = 0.975$	$\alpha = 0.95$	$\alpha = 0.05$	$\alpha = 0.025$	$\alpha = 0.01$	$\alpha = 0.005$
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17	5,697	6,408	7,564	8,672	27,587	30,191	33,409	35,718
18	6,265	7,015	8,231	9,390	28,869	31,526	34,805	37,156
19	6,844	7,633	8,907	10,117	30,144	32,852	36,191	38,582
20	7,434	8,260	9,591	10,851	31,414	34,170	37,566	39,997
21	8,034	8,897	10,283	11,591	32,671	35,479	38,932	41,401
22	8,643	9,542	10,982	12,338	33,924	36,781	40,289	42,796
23	9,260	10,196	11,689	13,091	35,172	38,076	41,638	44,181
24	9,886	10,856	12,401	13,848	36,415	39,364	42,980	45,558
25	10,520	11,524	13,120	14,611	37,652	40,646	44,314	46,928
26	11,160	12,198	13,844	15,379	38,885	41,923	45,642	48,290
27	11,808	12,878	14,573	16,151	40,113	43,194	46,963	49,645
28	12,461	13,565	15,308	16,928	41,337	44,461	48,278	50,994
29	13,121	14,256	16,047	17,708	42,557	45,722	49,588	52,335
30	13,787	14,953	16,791	18,493	43,773	46,979	50,892	53,672
40	20,706	22,164	24,4331	26,509	55,756	59,342	63,691	66,766
50	27,991	29,708	32,3574	34,764	67,505	71,420	76,154	79,490
60	35,535	37,485	40,4817	43,188	79,082	83,298	88,379	91,952
70	43,275	45,442	48,7576	51,739	90,531	95,023	100,425	104,215
80	51,172	53,540	57,1532	60,392	101,879	106,629	112,329	116,321
90	59,196	61,754	65,6466	69,126	113,145	118,136	124,116	128,299
100	67,328	70,065	74,2219	77,930	124,342	129,561	135,807	140,169

Because $18,25 < 15,507$ that is, because the value of the control statistic does not belong to the rejection region, the null hypothesis, at a significance level of 0.05 is accepted. The probability that this conclusion is wrong is at most 0.05.

	I strongly disagree	Disagree	neutral	agree	I totally agree	total	goodness of fit check	
1.1	You consider only, personal benefit	40	85	80	100	80	385	H ₁
1.2	Consider the benefit of other negotiators	55	35	120	105	84	399	H ₀
1.3	Consider the overall benefit	72	79	70	80	55	356	H ₀
	Total	167	199	270	285	219	1140	

This means that in questions 1.2 and 1.3 the null hypothesis, at a significance level of 0.05 is accepted. Since the null hypothesis is true, it is shown that the random variable χ^2 , for large n follows a χ^2 distribution with $k-1$ degrees of freedom, that is, for large n , approximately we have that the control function χ^2 quantifies (in a certain way) the deviations (differences) between observed and expected frequencies. χ^2 We thus give an answer to a goodness-of-fit test tests). That is, goodness-of-fit tests enable us to test whether a probability distribution fits/fits the sample of 1140 respondents (chi-square goodness-of-fit test)⁷.

From the above it follows that a **win-win negotiation** has two additional dimensions, namely **empathy and communalism**. The win-win scale contained five dimensions, such as integrity, progress, altruism, harmony and coordination. Thus we construct a model of **SEVEN (7) dimensions, namely integrity, progress, altruism, harmony coordination, empathy and communitarianism**. It has proven to be a reliable and valid tool for measuring **win-win-win**.

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RESEARCH-2
1-1-2022 UNTIL 30-06-2022

Sex respondents

	MEN	WOMEN	total
Urban areas	492	350	842
Rural areas	271	232	503
Total	763	582	1345

Age of respondents

AGE GROUP	FREQUENCY	MEN	WOMEN
• Under 12	-	-	-
• 12-17	-	-	-
• 18-24	-	-	-
• 25-34	327	189	138
• 35-44	545	261	284
• 45-54	206	133	73
• 55-64	188	101	87
• 65-74	79	79	-
• 75+	-	-	-
• Total	1345	763	582

	EDUCATIONAL LEVEL	MEN	WOMEN	total
1	PRIMARY SCHOOL GRADUATES	18	32	50
2	HIGH SCHOOL GRADUATES	342	111	453
3	UNIVERSITY GRADUATES	325	355	680
5	MASTER'S DEGREE	71	79	150
6	DOCTORATE HOLDERS	6	5	11
7	POST-DOC	1	-	1
	Total	763	582	1345

Questionnaire

	I strongly disagree	Disagree	neutral	agree	I totally agree	Total
1.1	Negotiation is an end in itself					
1.2	Negotiation is cooperation					
1.3	Negotiation is a function					
	Total					

OBSERVED PRICES

	I strongly disagree	Disagree	neutral	agree	I totally agree	Total	
1.1	Negotiation is an end in itself	48	85	91	100	88	412
1.2	Negotiation is cooperation	31	51	77	112	111	382
1.3	Negotiation is a function	72	121	157	102	99	551
	Total	151	257	325	314	298	1345

EXPECTED PRICES

$$E = \frac{(\text{row..total})(\text{column..total})}{(\text{grand..total})}$$

Negotiation is an end in itself	46.25	78.72	99.55	96.,8	91.28	412
Negotiation is cooperation	42.88	72.99	92.30	89.18	84.63	382
Negotiation is a function	61.85	105.28	133.14	128.63	66.02	551
Total	151	257	325	314	298	1345

3rd step : $(O - E)^2$

Negotiation is an end in itself	48-46,25	85-78,72	91-99.55	100-96.,8	88-91,28
Negotiation is cooperation	31-42,88	51-72.99	77-92,30	112-89,18	111-84,63
Negotiation is a function	72-61.85	121-105,28	157-133,14	102-128,63	99-66.02

Negotiation is an end in itself	3.06	39.43	73.10	10.24	10.75
Negotiation is cooperation	141.13	483.56	234.09	520.75	695.37
Negotiation is a function	103.02	247.11	569.29	709.15	1087.68

4th step: $\frac{(O_i - E_i)^2}{E_i}$

Negotiation is an end in itself	3.06 : 46.25	46.24 : 78.72	73.10 : 99.55	10.24 : 96.8	10.75 : 91.28
Negotiation is cooperation	141.13 : 42.88	483.56 : 72.99	234.09 : 92.30	520.75 : 89.18	695.37 : 84.63
Negotiation is a function	103.02 : 61.85	247.11 : 105.28	569.29 : 133.14	709.15 : 128.63	1087.68 : 66.02

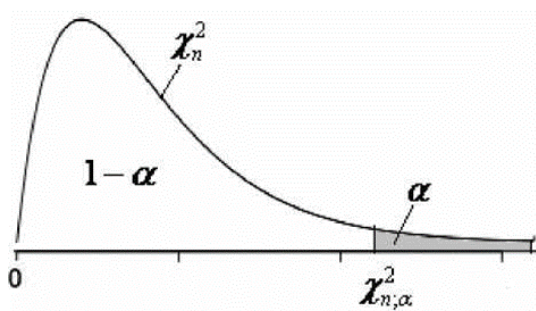
Negotiation is an end in itself	0.06	0.58	0.73	0.10	0.11
Negotiation is cooperation	3.29	6.62	2.53	5.84	8.21
Negotiation is a function	1.66	2.34	4.27	5.51	16.47

5th step: $\chi^2_c = \sum_{i=1}^k \frac{(O_i - E_i)^2}{E_i}$

Negotiation is an end in itself	1.58
Negotiation is cooperation	26.49
Negotiation is a function	30.25

CHECK OF NULL HYPOTHESIS H_0

For significance level, $\alpha=0.05$ and $(c-1)(r-1)=(5-1)(3-1)=8$..df *degrees of freedom we have*



Level importance α

Critical values - Table

Critical values

n	$\alpha = 0.995$	$\alpha = 0.99$	$\alpha = 0.975$	$\alpha = 0.95$	$\alpha = 0.90$	$\alpha = 0.85$	$\alpha = 0.80$	$\alpha = 0.75$
1	0.000	0.000	0.001	0.004	3,841	5,024	6,635	7,879
2	0.010	0.020	0.051	0.103	5,991	7,378	9,210	10,597
3	0.072	0.115	0.216	0.352	7,815	9,348	11,345	12,838
4	0.207	0.297	0.484	0.711	9,488	11,143	13,277	14,860
5	0.412	0.554	0.831	1,145	11,070	12,832	15,086	16,750
6	0.676	0.872	1,237	1,635	12,592	14,449	16,812	18,548
7	0.989	1,239	1,690	2,167	14,067	16,013	18,475	20,278
8	1,344	1,647	2,180	2,733	15,507	17,535	20,090	21,955
9	1,735	2,088	2,700	3,325	16,919	19,023	21,888	23,589
10	2,156	2,558	3,247	3,940	18,307	20,483	23,209	25,188
11	2,603	3,053	3,816	4,575	19,675	21,920	24,725	26,757
12	3,074	3,571	4,404	5,226	21,026	23,337	26,217	28,300
13	3,565	4,107	5,009	5,892	22,362	24,736	27,888	29,819
14	4,075	4,660	5,629	6,571	23,685	26,119	29,141	31,319
15	4,601	5,229	6,262	7,261	24,996	27,488	30,578	32,801
16	5,142	5,812	6,908	7,962	26,296	28,845	32,000	34,267
17	5,697	6,408	7,564	8,672	27,587	30,191	33,409	35,718
18	6,265	7,015	8,231	9,390	28,869	31,526	34,805	37,156
19	6,844	7,633	8,907	10,117	30,144	32,852	36,191	38,582
20	7,434	8,260	9,591	10,851	31,414	34,170	37,566	39,997
21	8,034	8,897	10,283	11,591	32,671	35,479	38,932	41,401
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25	10,520	11,524	13,120	14,611	37,652	40,646	44,314	46,928
26	11,160	12,198	13,844	15,379	38,885	41,923	45,642	48,290
27	11,808	12,878	14,573	16,151	40,113	43,194	46,963	49,645
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80	51,172	53,540	57,153	60,392	101,879	106,629	112,329	116,321
90	59,196	61,754	65,646	69,126	113,145	118,136	124,116	128,299
100	67,328	70,065	74,221	77,930	124,342	129,561	135,807	140,169

For significance level $\alpha=0.05$ and $n = (r-1)(c-1) = 8$ the critical value with which χ^2 should be compared values calculated are "15507"

A.- "Negotiation is an end in itself" (1.1)

Because the value of the control statistic is in the rejection region, the null hypothesis, at a significance level of 0.05, is NOT accepted. The probability that this conclusion is wrong is at most 0.05

B.- Negotiation is cooperation (1.2)

Because the value of the control statistic is NOT in the rejection region, the null hypothesis at the 0.05 significance level is accepted The probability that this conclusion is false is at most 0.05

C.- Negotiation is a function (1.3)

Because the value of the control statistic is NOT in the rejection region, the null hypothesis at the 0.05 significance level is accepted The probability that this conclusion is false is at most 0.05

Negotiation is an end in itself	1.58	< 15507	H ₁
Negotiation is cooperation	26.49	> 15507	H ₀
Negotiation is a function	30.25	> 15507	H ₀

This means that in questions 1.2 and 1.3 the null hypothesis, at a significance level of 0.05 is accepted Since the null hypothesis is true, it is shown that the random variable χ^2 , for large n follows a χ^2 distribution with k -1 degrees of freedom, that is, for large n, approximately we have that the control function χ^2 quantifies (in a certain way) the deviations (differences) between observed and expected frequencies. χ^2 We thus give an answer to a goodness - of - fit test tests). That is, goodness-of-fit tests allow us to test whether a probability distribution fits/fits the sample of 1345 respondents (chi - square goodness - of - fit test)

From the above it follows that a win-win-win negotiation has two additional dimensions, namely empathy and communalism. The win-win scale contained five dimensions, such as integrity, progress, altruism, harmony and coordination. Thus we construct a model of SEVEN (7) dimensions, namely integrity, progress, altruism, harmony coordination, empathy and communitarianism It has proven to be a reliable and valid tool for measuring win-win-win.

Footnotes

¹ Svetlana Radtchenko-Draillard(2022). The Negotiation Methods in the Psychology and the Analytical Psychotherapy. 2022.

² Freud, S., (1937-1939), Analysis Terminable and Interminable. The Standard Edition of the Complete Psychological Works of Sigmund Freud, Vol XXIII: 228-231 (ed.) J. Strachey London: The Hogarth Press and the Institute of Psycho-Analysis.

³ Lacan J. (1953). Fonction et champ de la parole en psychoanalyse. In : Ecrits : 1953 (ed.)J. A. Miller, Paris: Editions du Seuil, 1966.

⁴ Svetlana Radtchenko-Draillard. The Negotiation Methods in the Psychology and the Analytical Psychotherapy. 2022.

⁵ Nash, J. Jr. (1950). The bargaining problem. Econometrica, 18, 2.: 155-162.

⁶ 6.Radtchenko-Draillard, LS (2019). The Impact and Prevention of Burnout of Psychic Activity and Nervous and Immune Systems. Medical Academic Journal, n°19, p.236-241

⁷ G. Papadopoulos (www.aua.gr/gpapadopoulos) 2017 Test X 2 (good adjustment, independence and homogeneity)