

Practical Tools for Effective Management of Virtual Negotiations



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In the current epidemic era, most of us have been forced to move many of our negotiations online. Many negotiators are still trying to use the known strategies and simply move them virtually; however, virtual negotiations require very different strategies, preparation and application. In this paper I review the four types of virtual platforms that exist, highlighting the advantages and disadvantages of each given the purpose of the negotiation. I then discuss the importance of preparing an effective virtual negotiation process that not only focuses on maximizing our interests but attempts to build effective relationships. To further illustrate this point, I focus on one type of virtual platform – video-conferencing. Using examples and a practical “check-list”, I demonstrate how one can prepare and implement such a relationship building process. Moreover, I offer a framework to manage emotions and conflicts in virtual negotiations. In today's ever changing economic markets, knowing how to conduct effective virtual negotiations may become one's competitive advantage.

Are Online Public Shamers Vicious or Caring? Moral Considerations in Online Public Shaming



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What causes people to participate in online public shaming campaigns against alleged wrongdoers? Such decisions may create an ethical dilemma, because while online public shaming can diminish wrongdoing, it can also cause harm by violating wrongdoers' privacy. In this paper we suggest an individual's moral compass, the drive to distinguish right from wrong, shapes the participation decision. A set of studies show that individuals with a strong moral compass are more likely to participate in online public shaming campaigns than those with a weak moral compass, but only when the wrongdoer's identifiability is low. Notably, the effect is attenuated when multiple individuals are targeted for shaming, rather than a single wrong doer.