



OF BARGAINING

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ABSTRACT

Bargaining is an agreement in which two or more people or groups promise to do something for each other. It is a theoretical concept. In practice the opposite thing happens. For, none is eager to help others except himself. Firstly, the interested parties discuss. If the participants be wise and gentle a solution comes out. But if the parties are violent in attitude very soon the discussion turns into quarrel and other mishaps take place. As a result desired solution remains unattainable. Thus, bargaining is a nasty game.

Keywords: Bargaining, Agreement, Promise, Disagreement, Quarrel, Nasty Game.

INTRODUCTION

Creative writing is based more on manifestation rather than on expression. It does not inform rather it reveals, so it bears no reference. The best creative writing is critical, and the best critical writing is creative. The present article is the outcome of creative writing meant for lay readers. As such free style is the methodology adopted so that the pleasure of reading can be enjoyed by the common mass. As you know well that, Francis Bacon (1561-1626), the immortal writer, wrote many essays, and notably "Of Love", "Of Friendship", "Of Ambition", "Of Studies", etc. The myriad-minded genius rightly pointed out that all the words of the dictionary can be the themes of essays one can write. But little has been done, in this regard since his death, in order to finish his unfinished monumental works. In fact Bacon's way of presentation and his unique style kindled imagination and inspired me to write essays, in the light of creative writing, thus to get relief through Catharsis.

ARTICLE

Bargaining is an agreement in which two or more people or groups promise to do something for each other. It is a theoretical concept. In practice the opposite thing happens. For, none is eager to help others except himself. Firstly, the interested parties discuss. If the participants be wise and gentle a solution comes out. But if the parties are violent in attitude very soon the discussion turns into quarrel and other mishaps take place. As a result desired solution remains unattainable. Thus, bargaining is a nasty game.

In this negotiation both parties try to cheat the opponent by tricks. Here none plays with straight bat. Each of the competitors tries to exploit the other in its careless moment. Here lies the problem. Since it is not spontaneous, the agreement does not last long. Whenever situation favors the person rebels and disagrees the agreement and goes as he likes. So for the sake of permanent settlement of any dispute open discussion should be done. If each of the competitors sympathetically

considers the interest of the opponent then the negotiation will be permanent. Otherwise, it comes back again just like a disease which revives if not cured properly.

In bargaining, promise is most important. Most bargaining fails due to failure of commitment. In any agreement capacity of the parties should be considered judiciously.

Otherwise the negotiation will be of no use though the party tried honestly but failed due to incapability. A banker sanctions loan to the loaner considering his repayment capacity.

It is very crucial factor. The debt remains unrealized due to lack of ability which is the most vital factor in any financial transaction. Similar, should be the case of bargaining.

Here the outcome of forceful imposition is nil. The party may be imprisoned but the loss cannot be compensated. If the man dies then both man power and materials are lost.

Thus no body gains. Rather time is wasted.

If the opponent is an unethical person then no bargaining takes place. The superior dominates the inferior. The shrewd cheats the innocent soul. As such if any agreement is done, it is done as per sweet will of the stronger party. In future when the weaker becomes powerful more than the opponent, then naturally the one-sided or forceful imposed agreement simply becomes void. Here bargaining and no bargaining are equal and at par.

Labor trouble is handled through bargaining. The unions bargain with management for a shorter working week with higher wage. The leaders bargain away the freedom of their people. Here tri partite meeting comprising the representatives of company, trade union leader and government is held to find out the desired solution. In this negotiation company is one party and rest two act as opposite parties. Sometimes company and leader take the vital role of negotiation and government is simply observer. If both fails then in a welfare state government intervenes to have a suitable settlement. It is alleged that a dishonest trade union leader takes bribe from manager

and subscription from laborers and enjoys double benefit. Thus he gains personally through fare well of the welfare of the poor laborer and thereby the society at large.

Also bargaining means a thing bought or sold for less than its usual price when this is to the advantage of the buyer. Thus bargain-hunting depends on luck. For when the thing is available in cheaper price, there is scarcity of money and vice versa. As a result the person cannot own it. This is due to the fact that chance comes once and all cannot avail it. People badly need essential commodity. And the shopkeepers are in a strong bargaining position. When goods are cheaper and available everywhere then bargaining power becomes feeble. In housing business ownership of the land gives the owner a strong bargaining counter. Such ownership is a special advantage that can be used by one side in a negotiation to make the outcome more favorable to the owner.

Bargaining demands much intellect and updated knowledge. Argument must be based on logic not magic. It is the key to success. If the argument of the opponent is logical then it becomes enjoyable. But it bores even the argument of friend or father is baseless.

Thus bargaining is of two types namely white bargaining and black bargaining. In white bargaining the negotiators both think for each other. Though it is rare but it happens in case of spontaneous cooperation. And the black bargaining is the outcome of evil motif just to cheat the opponent by any means. The worst example of it is seen in case of dowry, a forceful convention of some community regarding marriage. It is so pathetic that many brides die or commit suicide being deprived from the sweet side of life.

CONCLUSIONS

Every family member bargains with each other. Husband and wife bargain always.

After much struggle it has been decided that men will do external works and women will do household works. Every moment we bargain. Either this or that, to do or not to do, just like zero(0) or one(1) of the computer programming. Thus man always experiences bargaining i.e., inner conflicts between evil and good. An honest person chooses well thing and a dishonest person be captive in the hand of evil force. Thus one gains and the other loses as is usually happens in case of any bargaining or negotiation.

ABOUT THE AUTHOR

Pal, Dibakar is a Retired Executive Magistrate in India and PhD Student. Though he is a Civil Servant yet he is genuinely interested in diversified academic fields. As such, he holds master degrees in M.Sc(Math), M.A(English), M.A(Bengali), M.B.A(HRD), M.C.A, P.G.D.M.M(Marketing), L.L.B, D.C.E(Creative Writing), M. Phil (Business Management),UGC- NET(Management)-2008. He attended an International Conference at IIT, Mumbai, India and five International Conferences at U.S.A; though he gets invitation to present papers in many International

Conferences at home and abroad round the year. He presents papers on Computer Science, Management, English Literature, Linguistic, Philosophy, Philology, Psychology, Sociology, Humanities and Poems. He presented a paper on Computer Science and Chaired in 2007 IEEE Conference at Richmond, Virginia, U.S.A. Also another paper on Fuzzy Logic was accepted by IEEE Conference 2010 at USA. He serves as Session Chair, Presider and Reviewer. He serves as reviewer of American Marketing Association, Journal of Common Ground; Australia, IEEE Transactions, IJEAPS, AJHC, Journal of Supercomputing.

He has more than one hundred fifty (150) publications and among these one is as Monograph in International Journal on Management Science, one Monograph in Journal of the World Universities Forum, one is in Consumer Behavior, two are in Computer Science, one is in Neuroscience, one is in Linguistic and rest is Creative Writing of English Literature. In Creative Writing two papers have been incorporated in SSRN's Top Ten Download List three times in November, December 2010 and April 2011. In ResearchGate his papers have reached a milestone through more than 8150 reads. Scholars' Press and Lambert Academic Publishing House, Germany have published twelve books between the months July to December, 2016. Now he is pursuing his PhD thesis in Business Management in University of Calcutta, India. Also he is currently focussed on the Extension Works of Huffman Code i.e., Coding Theory and Pattern Recognition Through Fuzzy Logic (Pattern Recognition, Image Processing, etc) of Computer Science.

His hobby is Creative Writing (Nonfiction). He says:

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REFERENCES

No references, since the present article is the outcome of Creative Writing.