

Ms. Jaime Tan, Assoc. Prof. Di Bretherton, Dr. Gregor Kennedy

**Using electronic mediums of communication to negotiate:
Research-in-Progress**

Through a critical review of both established literature, as well as current research to date on negotiation and conflict resolution, this paper aims to outline a model for understanding negotiations that engage the use of electronic mediums of communication. Specifically, the authors will focus on discussing the impact of using such media on the process and outcome of negotiation, namely through the re-examination of assumptions that apply to traditional (face-to-face) negotiation. Empirical evidence that is currently under analysis will also be presented.