

Why You Win Or Lose: The Psychology Of Speculation

By Fred C. Kelly

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Negotiation Outcomes Win-Lose In a win-lose scenario, both sides attempt to win, without much regard for the outcome of the other party. In this scenario, both

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Attribution theory it s not whether you win or

Attribution Theory It s not whether you win or lose, it s how you place the blame

Win - win / win - lose / lose- lose situations -

In other situations, though, lose-lose outcomes occur when win-win outcomes might have been possible. The classic example of this is called the prisoner's dilemma in

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Fred Kelly still remembers vividly: Gene Kelly later told his English biographer Clive he was somehow seized with a desire to win where athletics was

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