

**Abstract:****Types of unethical tactics in negotiation between buyer and supplier**

**Research Question (RQ):** This article researches the kinds of unethical tactics, which can use customers or suppliers to achieve better negotiating outcome.

**Purpose:** Determine which tactics they used, from where they rise from and what the other authors about resulting of using unethical tactics

**Method:** Analysis of articles from Ebsco and ProQuest databases.

**Results:** Getting of ethical knowledge, types of unethical negotiation tactics and awareness of the limits of ethics in the negotiations process between suppliers and customers.

**Organization:** Managers can gain the recognition of unethical tactics, their using in the negotiation process and the construction of negotiating temperament or even competence. The research contributes to a better achievement of the performance of the organization. The results of this article can contribute to the negotiators decision-making on the use of unethical tactics.

**Society:** Ethical negotiation helps to improve the reputation and respect of the organization, which represents the negotiator.

**Originality:** In a review of existing articles and searches we have not found similar studies to investigate the unethical negotiating tactics.

**Limitations/Future Research:** The article is limited to fifteen articles and three books.

**Keywords:** negotiations, unethical tactics, customer/supplier, deception, lie.