Collocations Spoken Phrases Idioms

stick to your guns

drives a hard bargain

reached a stalemate

go down to the wire

NEGOTIATION

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a gentlemen's agreement

a sticking point

play cards right

drive a hard bargain

Complete the sentences with the correct phrases

1. The sales manager drives ..... and it is difficult to negotiate with him.
2. I made ..... with the plumber to fix my sink.
3. The negotiations ..... last night.
4. If we ....., we'll get the contract.
5. The choice of distributor was ..... in the negotiations.
6. Management clearly has ..... in negotiations because of the employment situation.
7. Peace negotiations have ..... I don't think we're going to get a deal done.
8. It's important that you ..... and never compromise on your non-negotiable differences.

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