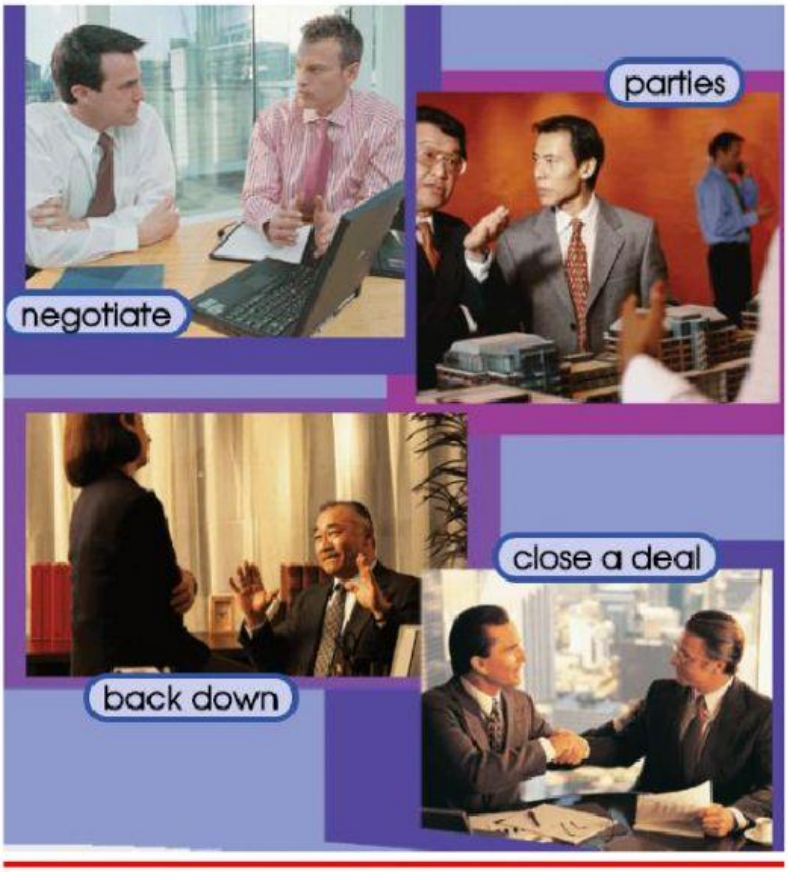
Negotiations

Преговори

Parties –страна по преговорите
Negotiate- преговарям
Close the deal- приключвам сделка
Back down- отстъпвам



LIVEWORKSHEETS

TIPS for Better Negotiations

Your working life is full of negotiations. You don't just negotiate with other companies. You **negotiate** whenever there are two **parties** with different needs. And even though everyone involved wants to find a **compromise** that is **mutually acceptable,** many people dislike negotiating because of the **conflicting interests.**

But negotiations need not be **confrontational.** Don't try to win a negotiation. If you treat it as a contest, you will create a **hostile** atmosphere. Respect the other person and try to understand his or her needs. This way, you can create a spirit of cooperation.

Sometimes, the other party may reject your suggestions, and you need to **anticipate** this. A negotiation is a **trade-off**, and sometimes you will need to **back down.** So prepare alternative options in case your preferred solution is unacceptable. Finally, don't negotiate if you are tired or stressed. You will never **close the deal** when negotiations are too **intense.** Reschedule to another time.

mutually acceptable price –взаимно изгодна цена

conflicting interests - противоположни интереси

hostile atmosphere - враждебна обстановка

spirit of cooperation – в дух на сътрудничество

anticipate – да очаквам

intense - напрегнат

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Ex.1

1. A good negotiator wins each part of a negotiation. True False

2. Successful negotiations do not always end with ideal outcomes. True False

3. Changing negotiation times can help people compromise. True False

EX. 2 Choose the word that is closest in meaning to the underlined part.

1 Just stop demanding what you want.
1. anticipate
2. back down
3. close the deal

2 The parties are very eager to argue with each other.
1. intense
2. mutually acceptable
3. confrontational

3 Mr. Brown will offer a deal, so try to think about it beforehand.
1. anticipate it
2. close the deal
3. negotiate

4 Try to discuss and change the contract terms.
1. close the deal
2. anticipate
3. negotiate

5 Give up something in order to get something more important if you have to.
1. trade-off
2. party
3. interest

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ex3 : Match the words and the defenitions

6. compromise		A an agreement
7. party		B being competitive and eager to argue
1. hostile		C a person or group in a negotiation
4. mutually acceptable		D being satisfactory to both sides of a negotiation
5. deal		E a solution in which both sides of a negotiation give up something
2. intense		F a point of a negotiation which both sides consider very important
3. conflicting interest		G being extremely stressful

Ex4 **Listen to a conversation between two employees. Then answer the questions.**

1 What can you infer about the woman?

1. She has not negotiated before.
2. She will not accept the current prices.
3. She has offered several trade−offs.
4. She did not anticipate higher prices.

2 What compromise does the man suggest?

1. purchasing the paper at full price
2. allowing the suppliers to delay delivery
3. buying a large amount of paper at once
4. paying a portion of the transportation costs

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