

1- Choose the correct option. More than one may be possible.

- a- What I want to do is give you the structure of a negotiation, **so that/ for** you can be successful, regardless of what you face.
- b- What I want to do is give you four steps **in order to/so as to** help you be more effective in getting what you want.
- c- The first thing we need to know is, what our alternative is **for/ in case** our negotiation fails.
- d- Secondly, we need to know what our reservation price is **in order that/ to** we know if we are indifferent between saying yes, and invoking our alternative.
- e- And the third point, is really important **so that/ in order to** think about our aspiration.

2- Join the two sentences using the words given.

- a- In the first stage we need to assess the situation. The idea is to weight the potential benefits and the costs.
_____ IN ORDER TO
- b- The second step is preparing. We want to understand which our interests are.
_____ SO AS TO
- c- The preparing stage has another aspect. We want to know what our counterparts prefer.
_____ SO THAT
- d- The third stage is asking. The idea is to have information your counterparts don't have.
_____ TO
- e- The fourth stage is called packaging is really important. It's important not to win or lose but to trade among the proposals.
_____ IN ORDER NOT TO