

# EXPERTS 1

Rewrite the following questions and then listen to an expert to get the answers.

1) What is a negotiation?

I'd like to know \_\_\_\_\_

2) How many times a day does a person negotiate?

I wonder \_\_\_\_\_

3) What did Chris Voss do?

Could you tell me \_\_\_\_\_ (you)

4) What will I get if I sign up for the course?

I'd be interested in hearing \_\_\_\_\_

5) What general negotiation techniques are there in the course?

Can you tell me \_\_\_\_\_

6) What does mirroring mean and why does the technique work?

I don't know \_\_\_\_\_

7) Do people sometimes say negative things about the techniques?

I'd like to know \_\_\_\_\_

Listen to the expert to find the answers:

*Would you like to sign up for the course?  
Why/why not?*