



UNIVERSIDAD  
DE LA GUAJIRA  
SHIKII EKIRAJIA  
PÜLEE WAJIRA

**DOCENTE: Lina Murillo Meneses**

FIRST PARTIAL EXAM  
INTERNATIONAL NEGOTIATION

1. What is your name?
2. What is the Date today?
3. Where are you from?
4. Where do you live?
5. Do you live in a house or in an apartment?
6. What is your favorite color?
7. What semester are you in?
8. What is Negotiation for you?
9. What is the most important part in a Negotiation?
10. What single piece of advice would you give to a friend starting a new business?