



Read the text and fill in the gaps with words from the box

check, temperature, under, bear, up, word, generous, charm, ambition (*2), have, pushed

In the bustling city of Commerceville, there lived a skilled business negotiator named Sarah. Sarah was known for her unwavering and her ability to strike deals that left both parties satisfied. She had built a reputation for herself as someone who could the temperature of the room, so to speak, and create win-win situations.

One day, Sarah received a call from a potential client, Mr. Thompson. Mr. Thompson owned a small manufacturing company and was interested in securing a lucrative contract with a larger corporation. He needed Sarah's expertise to negotiate the deal and ensure he kept a hundred bucks.

Sarah met with Mr. Thompson, and they sat down to discuss the terms of the contract. As they delved into the details, it became apparent that the corporation was hesitant to work with a smaller company. The situation seemed challenging, but Sarah saw it as an opportunity to showcase her skills.

She knew that to succeed in this negotiation, she couldn't afford to poke a or make any missteps. She had to carefully navigate the delicate balance between assertiveness and diplomacy. Sarah exuded a that put Mr. Thompson at ease and demonstrated to the corporation that he was worthy of their consideration.

As the negotiation progressed, Sarah's nature shone through. She went above and beyond to address the corporation's concerns and find creative solutions that would benefit both parties. Her willingness to find compromises and think outside the box impressed everyone in the room.

However, as the negotiations reached a critical point, doubts started to creep into Sarah's mind. She began to question whether she should have harder or could done something differently. But Sarah reminded herself that there was no place to go but from here. She needed to trust her instincts and keep pushing forward.

With renewed determination, Sarah made her final offer, presenting a comprehensive proposal that highlighted the mutual benefits of the partnership. She held her breath as the corporation deliberated. Minutes felt like hours, but finally, they reached a decision.

The corporation agreed to the contract, and Mr. Thompson's manufacturing company secured a substantial deal that exceeded their expectations. Sarah's negotiation skills had paid off, and she had delivered results that would propel her client's business to new heights.

As she celebrated her success, Sarah realized that her as a negotiator was not just about closing deals. It was about building long-lasting relationships and creating opportunities for growth. She understood that having a with people, listening to their needs, and finding common ground was essential in the business world.

From that day forward, Sarah's reputation as a skilled and fair negotiator grew exponentially. Clients sought her out, knowing that she would always go the extra mile to find solutions that satisfied everyone involved.

Sarah's journey taught her that while negotiations could be challenging, staying true to your values, leveraging your charm, and embracing generosity could make all the difference. She knew that success was not just about winning, but about fostering collaboration and leaving a positive impact on the business world.

And so, armed with her experience, Sarah continued to check the of each negotiation room she entered, ready to create opportunities, keep it under control, and lead her clients to greater heights of success.

Sarah has recently renewed her CV. Read it through, then fill in the form for yourself



CV: Sarah Johnson

Objective:

To leverage my strong negotiation skills, strategic thinking, and unwavering ambition to drive business growth and establish successful partnerships in the corporate world.

Professional Experience:

1. Business Negotiator, XYZ Consulting (2017 - Present)
 - Conducted successful negotiations with a wide range of clients, consistently exceeding revenue targets and securing lucrative contracts.
 - Demonstrated expertise in assessing market trends, analyzing competitive strategies, and identifying innovative solutions to drive business development.
 - Built and maintained long-lasting relationships with key stakeholders, fostering trust and collaboration.
 - Leveraged exceptional communication skills to effectively articulate complex concepts and influence decision-makers.
2. Sales Manager, ABC Corporation (2014 - 2017)
 - Led a high-performing sales team, consistently achieving and surpassing sales quotas.
 - Developed and executed strategic sales plans, resulting in a significant increase in revenue and market share.
 - Implemented effective customer relationship management strategies to enhance client satisfaction and retention.
 - Collaborated with cross-functional teams to identify and capitalize on new business opportunities.

Skills:

1. Negotiation: Adept at conducting successful negotiations by assessing multiple variables, understanding diverse perspectives, and finding mutually beneficial solutions.
2. Strategic Thinking: Proven ability to analyze market trends, evaluate risks, and develop innovative strategies to drive business growth and competitive advantage.
3. Relationship Building: Strong interpersonal skills enabling the cultivation of trust, fostering collaboration, and maintaining long-lasting relationships with clients and stakeholders.
4. Communication: Excellent verbal and written communication skills, enabling clear articulation of ideas, active listening, and persuasive presentation of proposals.
5. Ambition: Demonstrated determination and a strong drive to achieve ambitious goals, with a track record of surpassing targets and consistently seeking new challenges.
6. Analytical Skills: Proficient in data analysis, market research, and identifying key insights to inform strategic decision-making and optimize business outcomes.

Education:

Bachelor of Business Administration (BBA)

Major: Business Management

Certifications:

- Certified Negotiation Expert (CNE)
- Strategic Sales Management Certification

References:

CV:

Objective:

Professional Experience:

1. .
2. .

Skills:

1. .
2. .

Education:

Major:

Certifications:

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References:

Available upon request

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