Negotiations



Verbal and Non-Verbal communication

Name: _____ Group: _____

I. SAY IF THE PHRASES ARE USED FOR "AGREEMENT" OR "OBJECTION".

1. I understand where you're coming from; however, I have these numbers.

AGREEMENT OBJECTION

2. I'm prepared to compromise, but we need to review the terms.

AGREEMENT OBJECTION

3. I concur with you on that point.

AGREEMENT OBJECTION

4. The way I look at it is quite different.

AGREEMENT OBJECTION

5. That's a fair suggestion.

AGREEMENT OBJECTION

6. So what you're saying is that you take terms as they are.

AGREEMENT OBJECTION

LIVEWORKSHEETS

7. If you look at it from my point of view, you must agree we need more time.

AGREEMENT OBJECTION

8. I'm afraid I had something different in mind.

AGREEMENT OBJECTION

9. You have a strong point there.

AGREEMENT OBJECTION

10. From my perspective, the schedule doesn't fit our requirements.

AGREEMENT OBJECTION

11. I think we can both go along to this idea.

AGREEMENT OBJECTION

12. Is that your best offer?.

AGREEMENT OBJECTION

13. I couldn't agree with you more.

AGREEMENT OBJECTION

14. Fair enough.

AGREEMENT OBJECTION

15. You may be right, yet that's not always the case.

AGREEMENT OBJECTION

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II. COMPLETE THE CHART WITH THE BODY LANGUAGE AND THE PROBABLE MEANING.

Confidence Arms crossed Anger, intimidation Avoiding eye contact
Disagreement Nodding Crossed legs with jiggling feet

BODY LANGUAGE	MEANING
	Not saying the whole truth
Serious eye contact	
	Agreement
Shaking the head	
	Impatience
Hands together with thumbs up	
	Not interested, rejection

LIVEWORKSHEETS