

Negotiations

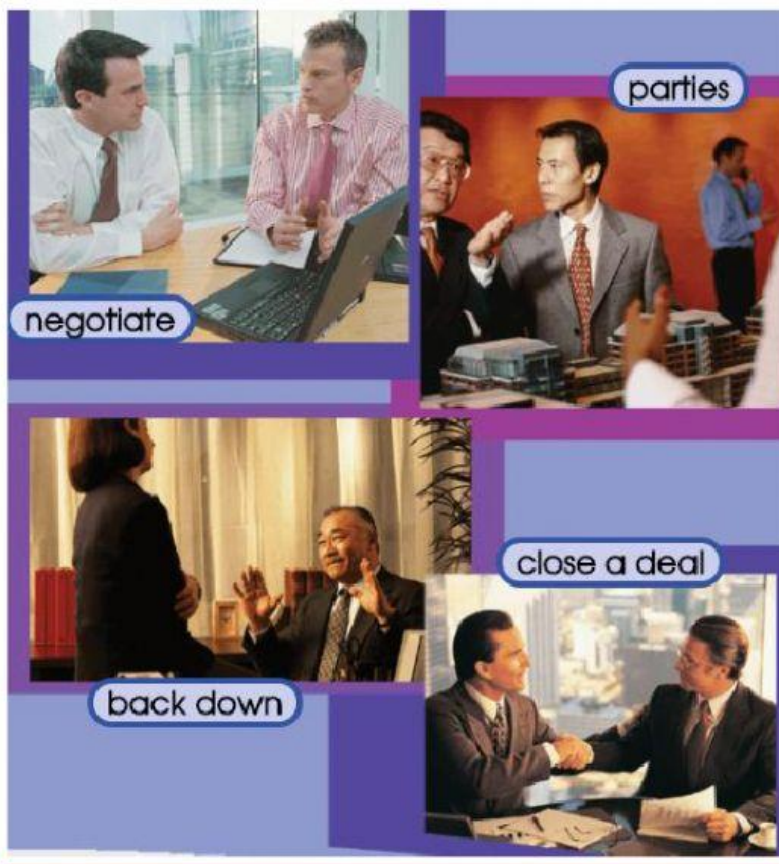
Преговори

Parties – страна по преговорите

Negotiate- преговарям

Close the deal- приключвам
сделка

Back down- отстъпвам



TIPS for Better Negotiations

Your working life is full of negotiations. You don't just negotiate with other companies. You **negotiate** whenever there are two **parties** with different needs. And even though everyone involved wants to find a **compromise** that is **mutually acceptable**, many people dislike negotiating because of the **conflicting interests**.

But negotiations need not be **confrontational**. Don't try to win a negotiation. If you treat it as a contest, you will create a **hostile** atmosphere. Respect the other person and try to understand his or her needs. This way, you can create a spirit of cooperation.

Sometimes, the other party may reject your suggestions, and you need to **anticipate** this. A negotiation is a **trade-off**, and sometimes you will need to **back down**. So prepare alternative options in case your preferred solution is unacceptable. Finally, don't negotiate if you are tired or stressed. You will never **close the deal** when negotiations are too **intense**. Reschedule to another time.

mutually acceptable price – взаимно изгодна цена

conflicting interests - противоположни интереси

hostile atmosphere - враждебна обстановка

spirit of cooperation – в дух на сътрудничество

anticipate – да очаквам

intense - напрегнат

Ex.1

- 1 A good negotiator wins each part of a negotiation. ☐ True ☐ False
- 2 Successful negotiations do not always end with ideal outcomes. ☐ True ☐ False
- 3 Changing negotiation times can help people compromise. ☐ True ☐ False
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EX. 2 Choose the word that is closest in meaning to the underlined part.

- 1 Just stop demanding what you want.
1. anticipate
2. back down
3. close the deal
- 2 The parties are very eager to argue with each other.
1. intense
2. mutually acceptable
3. confrontational
- 3 Mr. Brown will offer a deal, so try to think about it beforehand.
1. anticipate it
2. close the deal
3. negotiate
- 4 Try to discuss and change the contract terms.
1. close the deal
2. anticipate
3. negotiate
- 5 Give up something in order to get something more important if you have to.
1. trade-off
2. party
3. interest

ex3 : Match the words and the definitions

6. compromise	A an agreement
7. party	B being competitive and eager to argue
1. hostile	C a person or group in a negotiation
4. mutually acceptable	D being satisfactory to both sides of a negotiation
5. deal	E a solution in which both sides of a negotiation give up something
2. intense	F a point of a negotiation which both sides consider very important
3. conflicting interest	G being extremely stressful

Ex4 Listen to a conversation between two employees. Then answer the questions.

1 What can you infer about the woman?

1. She has not negotiated before.
2. She will not accept the current prices.
3. She has offered several trade-offs.
4. She did not anticipate higher prices.

2 What compromise does the man suggest?

1. purchasing the paper at full price
2. allowing the suppliers to delay delivery
3. buying a large amount of paper at once
4. paying a portion of the transportation costs