Negotiations



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Vocabulary

Coupon: a piece of paper that you can use to buy something at a cheaper price.

Incentive: a thing that motivates or encourages someone to do something.

Crucial: of great importance.

Overlapping areas: areas of the same interest, responsibility, etc.

To turn something down: to reject something offered or proposed.

Articulate: having or showing the ability to speak fluently and coherently.

To underestimate: to regard (someone) as less capable than they really are.

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Introduction

When doing business we don't have a choice as to whether or not we negotiate. The only choice we have is how well we negotiate. We all go through some sort of negotiation each day.

We promote products, services, thoughts: supervisors use negotiating skills to motivate employees, set budgets and timelines, employees negotiate for promotions and raises, parents negotiate with their children to clean up and spouses negotiate each time they decide how to manage their time or finances.

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