



Decision Making & Negotiation

Summary:

- **Introduction to Decision making**
- **Steps in decision making**
- **Problems with decision making**
- **Introduction to negotiations**
- **Essential negotiation techniques**
- **Negotiation tactics**
- **DO's and DONT's of negotiation tactic**

Here's What We
Will Be Learning
in this
Presentation:



Vocabulary

Pertinent: relating directly to the subject being considered.

Heuristic: enabling a person to discover or learn something for themselves.

Skepticism: a person who doubts the truth or value of an idea or belief.

Pivotal: important because other things depend on it.

Hindsight: the ability to understand an event or situation only after it has happened.