

NEGOTIATION VOCABULARY



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

amplify



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

arbitration



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

bargain



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

bottom-line



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

collective



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

compensate



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

comply



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

compromise



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

concession



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**conflict
resolution**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

confront



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

consensus



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

cooperation



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

cordially



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**counter
proposal**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

counterattack



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

counterpart



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

deadlock



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

demands



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

dispute



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

dominate



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

entitled



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

flexible



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

haggling



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

high-ball



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

hostility



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

impulse



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

indecisive



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

leverage



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

log-rolling



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

low-ball



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

mislead



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

mutual



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

objective



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

point of view



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

pressure



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

proposal



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

receptive



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

resentment



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

resistance



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

resolve



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

tactics



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

tension



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

trade-off



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

ultimatum



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

unrealistic



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

victory



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

yield



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

alternatives



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**a final term that has serious
consequences if not met**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

very unlikely to happen



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

a win



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**to give in to another's
requests**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

other options



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**expand; give more
information**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**conflict that is addressed by
using a neutral third party**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**try to change a person's
mind by using various
tactics**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**the lowest one is willing to
go**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

together



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

make up for a loss



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

agree



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**changing one's mind/terms
slightly in order to find a
resolution**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**a thing that is granted or
accepted**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**general term for
negotiations**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**present an issue to someone
directly**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

agreement by all



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

the working together



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**the offer/request which is
presented second in
response to the first proposal**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

present other side of an issue



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

person on the other side of the negotiations



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

politely



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

needs/expectations that one side believes it deserves



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

point where neither party will give in



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

argument/conflict



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

have the most control/stronger presence



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

be deserving of



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

open/willing to change



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

arguing back and forth



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

long-term anger towards another



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

make a request that is much higher than you expect to receive



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

quick decision without thought or time



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

has difficulty choosing/making a decision



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

**(bargaining power)
something that gives one party a greater chance at succeeding over another**



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

trading one favour for another



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

offer something much lower than you think the opponent will ask for



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

convince by altering or not telling the whole truth about something



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

agreed by both or all



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

goal for the outcome



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

person's ideas/ thoughts



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

work hard to convince another of an idea



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

argument to present



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

open to/interested in an idea



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

anger held onto from a previous conflict



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

a display of opposition



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

end conflict, come to an agreement



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

strategies used to get one's goals met



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

feeling of stress/anxiety caused by heavy conflict



LEARNWELL OY
www.thelanguagemenu.com

NEGOTIATION VOCABULARY

terms that are offered in return for something else



LEARNWELL OY
www.thelanguagemenu.com