

NEGOTIATION VOCABULARY



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amplify



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arbitration



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bargain



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bottom-line



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collective



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compensate



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comply



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compromise



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concession



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**conflict
resolution**



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confront



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consensus



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cooperation



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cordially



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**counter
proposal**

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counterattack

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counterpart

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deadlock

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demands

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dispute

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dominate

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entitled

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haggling

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mislead

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mutual

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objective

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point of view

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pressure

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victory

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yield

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alternatives

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a final term that has serious consequences if not met

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very unlikely to happen

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a win

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to give in to another's requests

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other options



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expand; give more information



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conflict that is addressed by using a neutral third party



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



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the lowest one is willing to go



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together



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make up for a loss



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agree



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



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a thing that is granted or accepted



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general term for negotiations



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present an issue to someone directly



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agreement by all



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the working together



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



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present other side of an issue



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person on the other side of the negotiations



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politely



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needs/expectations that one side believes it deserves



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point where neither party will give in



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argument/conflict



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have the most control/stronger presence



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be deserving of



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open/willing to change



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arguing back and forth



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long-term anger towards another



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



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quick decision without thought or time



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has difficulty choosing/making a decision



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



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trading one favour for another



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



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convince by altering or not telling the whole truth about something



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agreed by both or all



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goal for the outcome



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person's ideas/ thoughts



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work hard to convince another of an idea



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argument to present



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open to/interested in an idea



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anger held onto from a previous conflict



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a display of opposition



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end conflict, come to an agreement



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strategies used to get one's goals met



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feeling of stress/anxiety caused by heavy conflict



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terms that are offered in return for something else

