



UNIT 4 - NEGOTIATION - FMI II 2019

Study this set online at: <https://www.cram.com/flashcards/unit-4-negotiation-fmi-ii-2019-10409659>

Negotiation

discussion aimed at reaching an agreement

Party

one of the people or groups of people involved in an official disagreement, arrangement, or similar situation

Compromise

a situation in which the people or groups involved in an argument reduce their demands in order to reach an agreement

Mutually acceptable

is acceptable etc to both or all the people involved in the negotiation process

Conflicting interests

is a situation in which a person or organization is involved in multiple interests, financial or otherwise, and serving one interest could involve working against another

Confrontation

a situation in which people or groups with opposing ideas or opinions disagree angrily

Hostile

showing or feeling opposition or dislike; unfriendly, opposed

Anticipate

to imagine or expect that something will happen



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Trade off

a situation in which you accept something you do not like or want in order to have something that you want

Close the deal

to make an agreement official

Intense

of extreme force, degree, or strength