

Professional Negotiations

1. Read [‘How to Prepare for Any Negotiation Session’](#) and choose the two most important tips.
2. View this [negotiations clip](#) and think about the following issues:
 - a. What’s being negotiated?

- b. What’s some useful language for agreeing/disagreeing?

- c. Who do you think ‘won’ the negotiation?

3. Practice the language of negotiations with these resources:
 - a. [Useful language for negotiations](#)
 - b. [Good/bad response exercises](#)
 - c. [Giving reasons](#)