

ASSESSMENT # 10

Total Marks: 30

Answer the following questions:

1. How often we all negotiate and the benefits of good negotiation skills?
2. How recognize the importance of preparing for the negotiation process, regardless of the circumstances?
3. Identify the various negotiation styles and their advantages and disadvantages?
4. Describe the strategies for dealing with tough or unfair tactics?
5. How can Gain skill in developing alternatives and recognizing options?
6. Describe the basic negotiation principles, including BATNA, WATNA, WAP, and the ZOPA?