

### ASSESSMENT # 1

Total Marks: 30

Please provide answers for the following questions:

1. We are all negotiators. We have to negotiate every day with family, friends, colleagues, or clients. Discuss.
2. Explain the benefits of good negotiation skills and provide examples of scenarios in which they could be useful.
3. The essence of negotiating is that in order to get what we want, sometimes we have to give something up. Discuss what this means.