

ASSESSMENT # 2

Total Marks: 30

Please provide answers for the following questions:

1. Explain in detail why it is important to prepare for the negotiation process, outlining how a person can ensure they are adequately prepared for negotiation.
2. Describe the concept of the 'Zone Of Possible Agreement' and provide examples.
3. If you can control the environment in which the negotiation takes place, you'll have a big advantage. Explain why this is the case and how you could further increase your advantage.