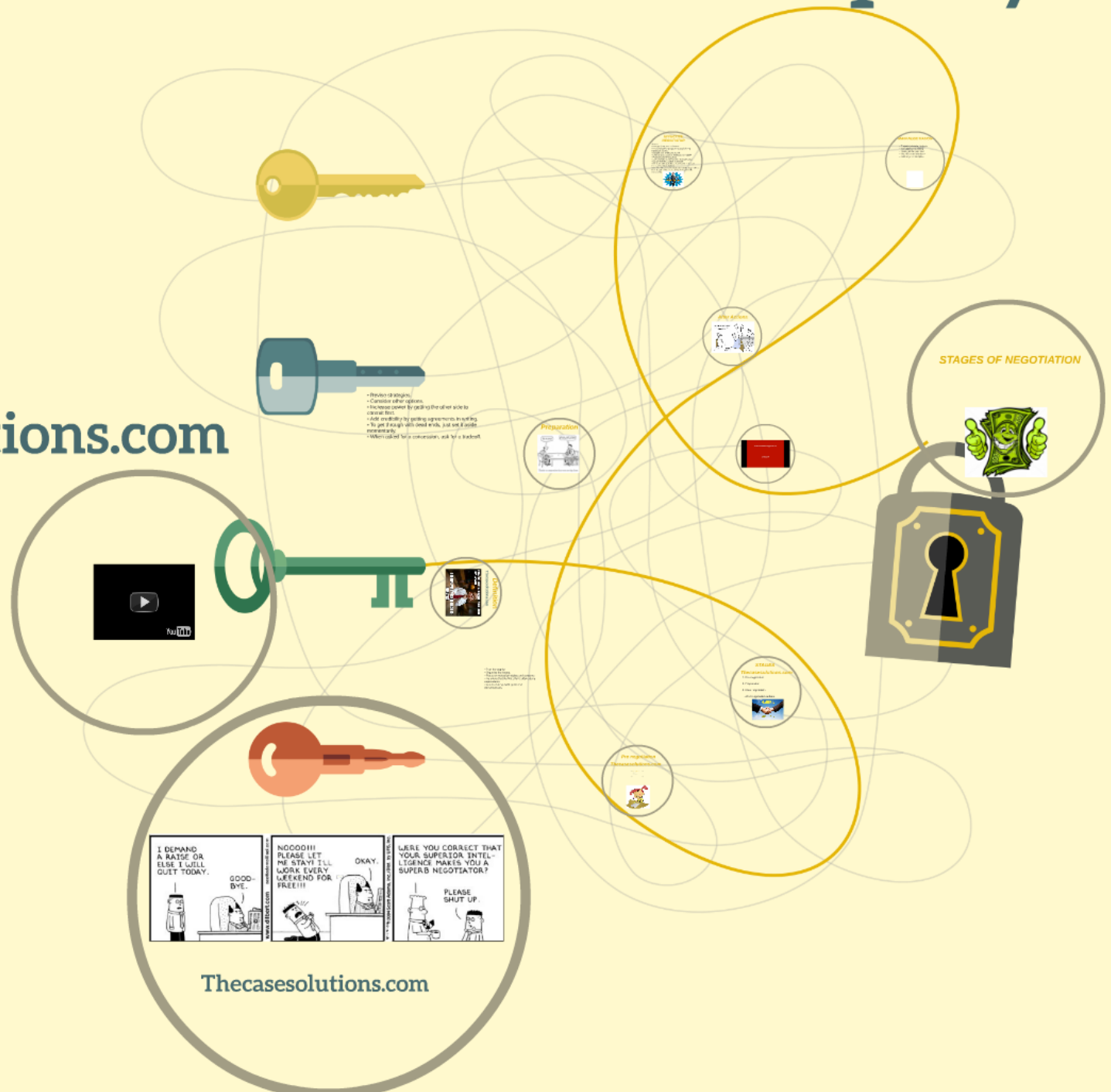


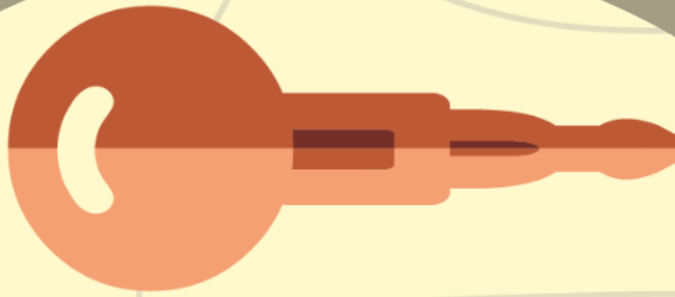
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OBJECTIVES

Learn the stages of negotiation

Definition

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“Negotiation is about getting the best possible deal in the best possible way.”

STAGES

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1. Pre negotiation
2. Preparation
3. Main negotiation
4. After negotiation actions



Pre negotiation

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1. Do you want it or not
 2. Is it feasible
 3. Do you have a plan B



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1. Do you want it or not
2. Is it feasible
3. Do you have a plan B