

INTRODUCTION TO NEGOTIATIONS



Negotiations are an integral part of daily life.

The purpose of negotiating is to reach an agreement to participate in an activity that will result in mutual benefits.

Each party tries to reach an agreement that will serve its interests.

Specific forms of negotiation are used in many situations:

- International affairs
- The Legal System
- Government
- Industrial Disputes
- Domestic Relationships

General negotiation skills can be learned and applied in various activities.

Negotiation skills can significantly benefit in resolving any differences between you and others.

The object of negotiation is to show the other party how to solve its problem by doing things your way.