

## Lesson 12 Negotiation

### Text 1

With problem solving or interest based bargaining, parties look at their radical interests rather than merely asserting positions and demands. To do this, negotiators must be apprehensive of that needs and interests frequently be diverse, and reflect different values and motives. To make the most of the negotiating sessions, each party should initially decide upon its goals and should spend some time in the other party's shoes. And money will always be an element of the negotiation. Consequently, the better the monetary issues are handled, the better the outcome.

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Note-Taking

Vocabulary

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Note-Taking

Vocabulary

And money will always be an element of the negotiation. ***Consequently***, the better the monetary issues are ***handled***, the better the outcome.

Note-Taking

Vocabulary

## Text 2

Litigation used to be the natural way of settling disputes, especially in advanced countries. Then clogged courts and costly lawsuits made arbitration look better, especially in cross-border commercial disputes. But it often proves no cheaper, fairer or even quicker.

Interest in mediation is rocketing. Mediation encourages the parties to talk to each other and strike a deal. The mediator's job is to prompt discussion and stay neutral. In Europe, it is training mediators in countries such as Nigeria, Finland and China, where they can charge up to \$20,000 a day. Some states in U.S. have started making the mediation mandatory, at least for some claims.

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## Vocabulary

## Say It like a Professional

## Meaning

**get the ball rolling**

I'd like to \_\_\_\_\_.

**in the ballpark**

For this particular product, on this project,  
something \_\_\_\_\_ of 8,500.

**Meaning****toss in**

Probably only around 3%, but we can  
\_\_\_\_\_ if you  
\_\_\_\_\_.

**Meaning****drive a hard bargain**

You \_\_\_\_\_! Okay, let me  
\_\_\_\_\_.

**Meaning**