**Final Project Phase II**

**English Composition and Comprehension**

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**Note: This template will include a synoptic reading of the two articles which will prove as backbone of the Final draft for Critical Review draft. Use the two rows for Phase I and Phase II article respectively in EACH new section. You will be using ideas from Phase I write-up in each category again and use it to simply extend your work with Phase II article. You will be using this to draft the final write-up.**

**THEME: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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| **Author (name, any distinguishing credentials and achievements that make the author’s position relevant on the subject)** |
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| The author of is “Kim Lankford”. The subject of this article is method of negotiation that helps a person in his professional career. In this article, the author describes the experiences and life events of Tammy Lenski. She is professional mediator who helps universities and companies by her managements. She is freelance writer and writes for Newspaper, World reports, Websites and so many publications. As a “Ask Kim” columnist for Lankford hundreds of questions from readers every month. She is author of (McGraw-Hill, 2003), (Kaplan, 2006), (Kaplan,2007). She is very good writer in article, movies and Tv Shows. The author of “Become a Better, Stronger, and More Confident Negotiator” is “Michelle Gibbing”. The subject of this article is negotiation. In this article, the author describes the methods that help us in becoming a better, stronger and confident negotiators. She enthusiastic dedicate her life in helping individuals, teams and companies to reach their desired goals. She explained the method of negotiation that helps people in achieving their outcomes. She is author of “How to Build Your Influence at Work”. |
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| **Nature of source (book, newspaper article, research article, magazine article, essay)**  The article “**Become a Better, Stronger, and More Confident Negotiator”** is research basearticle. The author mostly used research in this article. The author used a research in Focus on the outcomes you want and prepare and practice. The author used research in pick you’re timing that 12% less financial advantages get the people whom are less confident. The author used a research in Approach it like a conservation like “I am right” and “They are wrong”. |
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| The article **“Negotiation Tips from a professional Mediators”** is research base article. The author used the life experience of **Tammy Lenski** in this article. The author describes the methods how to become a good negotiation in professional career. The author describes how she gets money for conference fees and hotel rooms as well. She describes her life experience how she solves her problems in her daily life due to good negotiation and communication skills.  The thesis of **“Negotiation Tips from a professional Mediators” is** professional negotiator. A professional negotiator has negotiation skills to guide you with a logical process to resolve your problems and reaches a good deal between both parties. **Tammy Lenski** is a business mediator that describes some tips and techniques to help us in becoming a professional mediator at works. First tip is **Tactic Is Dictated by Situation**. Secondly, Ask good questions. Thirdly, Deals with issues up front. Finally, **Do the Right Kind of Homework**. This tips not only made a good professional mediator but also your colleagues have a good opinion about your abilities and skills. You approach them as a team player. The best negotiator is using good human skills on an effective way. The good negotiators make a decision that are acceptable by both parties and not create a debris among them.  **Effective Summary: Thesis and Main Ideas**  The thesis of **“Become a Better, Stronger, and More Confident Negotiator”** is negotiation. A negotiation is a process that solved the issues in such a way that are acceptable by both parties. A person that explains his point of view to someone is also a negotiator. In every field of life, we need to learn how confidently and logically negotiation helps someone to get some better outcomes. The practice made a person perfect. The author describes some rules that helps us in becoming good negotiation. Firstly, focus on the outcomes you want. Secondly, Prepare and practice. Thirdly, Pick your timing. Fourthly, Approach it like a conservation. Finally, make an ask. These are some principles that are we need to learn, practice and make a practice in our daily life. By doing so we become a better, stronger and most confident negotiator in their common and professional life as well.  **Point of Comparison (On what points do the authors agree or disagree? Why? What is the difference between the appeals used by the two authors?)**  Both authors have almost similar point of view in this respect that both describes the methods how to become good negotiators at personal and professional level. The first similarity is both focus on one point that we need to fed up fear and anxiety before negotiation. Anxiety is natural feeling before negotiation. Both authors describe the method that decrease your anxiety. Do practice before their friends and have an ability to understand their point of criticize. Take it as a conservation and do not take it personal. The second similarity is making a good relationship with their parties. If you make a good relationship with people then it is easy for you and your outcomes you want. Just focus on results you want and be patience working. |
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| The point of view that are describes by Lenski: “You have an ongoing relationship with these folks, and you trying to not leave debris.” The third similarity is that do not think you are right and other people’s point of view are wrong. Both articles give advice to understand their point of view on their side. This is best approach to become a good negotiator. The difference between the appeals used by both authors in this respective that the author of **“Become a Better, Stronger, and More Confident Negotiator”** is basically on principles that are efficient according to author’s point of view. There is no evidence of that principles. No real-life practice is given by this article. The author is only explained the method that help us in becoming a good negotiator. |
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| The other article **“Negotiation Tips from a professional Mediators”** is an experience of someone’s life. The author descriptive give an evidence of her research. It is almost a life time experience that helps us in becoming a good negotiator at professional level. How we deal with people and understand them. The first article describes method that helps us in becoming a good negotiator at daily life as well professional life, But, second article only describes the method that helps at professional level. |
| **Authorial Point of View and Bias (cultural, gender-based or stereotypical attitudes)**  The first article **“Become a Better, Stronger, and More Confident Negotiator”** is nobased on some attitude like cultural, gender-base or stereotype. The author does not interfere or neglect any point of view. She simply educated the people how to become a good negotiator at personal and professional level. She does not explain any culture-based objection in this article. She does not manipulate reader’s mind according to her thinking. There is no such thought available or seeing during reading. The author simply informed or educated the audience in positive perspective how to become a good negotiator. The good negotiators solved many problems of their life by using these skills.      The second article **“Negotiation Tips from a professional Mediators”** is overall neutral but author used gender-based attitude in one tips of his article. The overall point of view is neutral but author used in this sentence: "Many women are not very good at asking, or when they are made an offer, they tend to think that they have to say yes or no," Lenski says. Although, author is a woman but she still disagrees this behavior that women are very bad in negotiation. They mainly focus on the result either it is good or bad. In contract, the author defenses this point of view in this part of her article: "But men tend to think of it as the opening volley in a negotiating experience." She simply defines that men are very good in negotiation and thinking on all types of the results. They are ready all types of outcomes that maximum is draw out after negotiation. |
| The author misguides the audience at this point of view that good negotiation does not based on gender. If a woman has skills how to communicate with co-workers at professional level, they will be good negotiators. If men are very bad in communication, they need to thoughts what are principles are adopted. These principles are followed in becoming a good negotiator. If a person has good skills of communication, obviously they will be good negotiators. It does not base on genders. Its overall base on abilities that a person has. |
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| **Evidence: Nature of Sources (personal experience, descriptions, statistics, interviews, other authorities, analytical reasoning) and Credibility** |
| The article **“Become a Better, Stronger, and More Confident Negotiator”** is a description base article. The author explained the principles how we become a good negotiator. The article descriptive explanation of these rules and how to implements these rules in our daily life. These all tips help us in process of negotiating.    The article **“Negotiation Tips from a professional Mediators**” is a personal experience base article. The whole article base on personal life experience of **Tammy Lenski.** She is professional mediators that helps universities and companies how to manage their problems. What is method we are used in our daily life to solve these problems. He explained some events that she solved by using good negotiation skills. This gives a route to built up a good skill regarding negotiations. This is very interesting in this respective that author justify his point of view by someone life’s experience. The life timeline story is very attractive in this way audience relates her life according to events. |
| **Language Used (Tone: casual, humorous, ironic, angry, preachy, academic, or other. Vocabulary: Formal/technical or colloquial/informal. Active/Passive language, verb tenses)** |
| The author used academic tone in this article. She wants to give a lesson that are used in our daily life to solve a problem by negotiation. The author used formal vocabulary in this article. The mostly sentences in active voices languages. The author used to convey a direct message to the audiences.  The author used present and future verb tenses in this article. This tense easily approaches to every level of mind set. The examples of present tenses from the article are:  **“You can prepare for this by entering into the conversation with the right mindset.”**  The examples of future tenses are given below by **Picking your time**:  **“Pausing and breathing will provide time for your heart rate to slow down, making it easier to reflect and respond calmly.”** |
| The author used autobiography tone in this article. She explained a life story of a professional mediators. The author used formal vocabulary in this article. The mostly tenses in quotations marks that are in active voice. This is directly addressed to audience.  The author used past, present and future tenses in this article. The examples of past tenses are given below:  **“In negotiations, you know what you want.”**  The example of present tenses is given below:  **Instead of keeping quiet and thus becoming resentful, "negotiating is figuring out how to raise the things that are bothering you so they can be sorted out," Lenski says.**  The example of future tenses is:  **"Well, I'll have to offer you 20 percent less than that."** |
| **Omission/Contradiction of Information/Views Based on Intended Audience. What Consequences Does It Have?** |
| The whole article influences the audience. The part of article that influence the audience is Approach it as a conversation and do not take it personal. Try to understand their point of view of their side and make a good relationship that are benefices in their work. It is mixture of art and psychology. It is not an easy to used but it needs a practice. Practice make a person perfect. This point of view influences the audience. |
| The article is personal life experience that are great influence on the audience. The author used a concept that women are very bad in negotiation because she thought that women only think either the result are so good or so bad. They do not have any third option. In contrast, men view all the result that may outcomes after negotiation. I think for becoming a good negotiators gender does not matter only skills are matter. The point that influences the audience is that first author describes the fear of people before negotiating with someone. Second describes the method how to overcomes this problem. Thirdly, she explained how to solve her problems by good communication skills. The author describes all this point by a properly evidences. The true evidence is given by someone life experience. The audience take this story on their personal life and then decided how it give a positive outcome and in what way they improve this object in personal life. |

**Summary of your critical response:**

The **first article** is academic tone base. The author wants to educated the people how they become a good communicator. Everybody is negotiating when they talk about salary, talk with their friends about dinners. Even talk about yourself what are eat today that are healthful for us. The thoughts or the ways the negotiators take some ideas are more powerful than others. The tone of first article is informative and interesting that the readers easily understand the point of views. The tone is very important in some article. If the information is easily understood by the readers so, this is big achievements for some author. The **second article** is also autobiography tone of one person. This tone is easily understood by every kind of readers. If the author used this tone, the audience is attentionally focus on story. Then implement this story on their life and check where they are wrong or rights. Which point of view is need to improve and implement? What is the point we draw out from our lives? If readers approach such kind of thoughts then authors successful to convey their messages to the audience. The tone is the pillar part because if the tone is easy then all the audience understood the whole article. If tone is ironic or something else. It is possible some readers take it in positive aspects or negative. So, academic and autobiography tone is easily understood by the audience.

The vocabulary used in **first article** as well in **second article** is formal. Mostly author used this vocabulary in their articles. The words and vocabulary used in formal languages is decent and easily approach to every reader. This language has leave positive impacts on readers and insist them to make a practice in their lives. The languages are made by the words and vocabulary. If author used easy vocabulary in his article, it is obviously understood by all level of mind. The vocabulary used in first article is easy and readers easily pick the points that the authors want to convey their readers. No tough words and sentences are used by the author in this article. The vocabulary used in **second article** is quite difficult as compare to first article. The author describes the autobiography of some other person. The sentences are used in active voice format that are difficult by the readers. The point that are used in Ask good question are not understand. When the author wants to reduce 20% less fee. I do not understand this part first time and reads again to understand thoroughly. This is weak point that a reader reads again to understand. Overall, the vocabulary used in second article is easy and efficient.

The verb tenses used in **first article** is present and future tenses. The author wants to convey a research that are recently used by the author. The author used a condition that if someone follows these rules, he will be strong, best negotiators in future. The article is on fact base that if someone realized these facts that if they follow these rules, make it practice and they will be good negotiators in future. This is best way to motivate a person if they achieve some special in his life. Negotiation play an important role in some successful person, so it creates an energy in someone. He passionately follows these rules and become a good negotiator in future. The verb used in **second article** is past and sometime used present tenses. Actually, it bases on biography on someone life. The author describes that the Tammy Lenski follow these steps in her life and become a good negotiator in personal life. She simply describes that things that are done in past and how she solves her problems in past by followed these rules. The author gives an advice if the readers implements these rules now, then he will be successful in future automatically. This is so interesting article because the author gives an example that are done in past, if readers follow these rules in present. He will be successful in future. The tenses play an important role what are messages conveys by the author.

The voice used in **first** as well as **second article** is active voice. The active voice focus on the way that are easily understand by the readers. Both authors used this in their article because they want to show who are convey this and what are purpose behind this one. The objective to point out the subject in the article. The subject used in first article is author himself and they advise in positive way. The subject used in second article is Tammy Lenski that describes her life experience that are active voice. The action character is Tammy Lenski herself. The benefits are we taken her life experience as an example. So, active voice is very clearly abstract the original point of view in front of audience/ readers.

**The first article** is lies on information in this respective that it informed the readers how to become a good negotiator at personal and professional level. There are some points if we followed these steps, we become a good negotiator. Author do not misguide or misplace the readers by her article, she keeps a neutral relationship between article and readers. She wants to communicate a method to their readers how to become a good, stronger negotiator. If person become a good negotiator, he simply solved all the problems of their lives by using these techniques. As a reader, I influence the method in my personal life that made me a good negotiator. I understand this object from this article is that if I made a good negotiator. Then I solved all the problem of my life either it reduces the fees of college or talk with some friends at some issues. The **second article** is informed how we become a good negotiator at professional level. If a person is very good in communicating in their working place. People will have made a good image in their mind and want to discuss their problems. I think that author used a gender-base in one part of the article. In Deal with issues up front, the author said women are very bad in negotiators as compared to men. The author does not justify this point of view. This is part where author used stereotype tone in this article. I simply as a reader thought that what are method we used at professional level. I concluded that both the article explained the processes that we followed in personal as well as professional level to become a good negotiator. After reading these two articles, I learnt all the tips that help me in becoming a good negotiator.