**Supportive Notes**

**Introduction**

Negotiation is a conversation between two or more persons or parties with the goal of achieving a mutually advantageous agreement on one or more points of contention. Therefore In business negotiation, there should be at least one business party in the negotiation process (Marin et al., 2019).Mr. Leigh said “Negotiation occurs whenever people cannot achieve their own goals without the cooperation of others” (Leigh L al, 2013).Negotiation is aimed at building an agreement rather than winning a battle (Pillutla et al, 2004).Negotiation can be happen between any persons. As an examples it can be happen between two political parties, husband and wife, two countries you can do in a negotiations by asking questions and building negotiating roots.

Negotiations help you develop stronger relationships. Through the negotiation we can find out good quality solutions, because we can minimize our problems in future and it will helps for work with people.

Good communication is the foundation of any productive negotiation (Culo and Skendrovic, 2012) in history someone negotiations only applicable for business and others said it’s for private life also. Then Ambuh and Langeneger (2018) get a decision, it is they said negotiation is applicable for both business and private life because negotiation is a universal procedure and it’s for all level of human society. Then negotiation is everything what we do in our daily life.

**Negotiation Aspects**

The Aspects of Negotiation are the foundation of the associated process and can be applied to any type of negotiation. Especially we should identify our aims of negotiation. Otherwise we can’t success. Also negotiation aspects can mitigate the uncertainties and it would be helpful for success of negotiation. We can capitalize on opportunities that arise during negotiations. Also negotiation aspects assist individuals in better preparing for negotiations (Shonk, 2021).

Furthermore, across the learning and through the good practice we can enhance our negotiation and it will very helpful for success of negotiations. In here we selected three negotiation aspects. These are Negotiation strategies, Negotiation Tactics and Cross Cultural Negotiation.

**Conclusion**

Finally, negotiation is a process that could be simulated in various ways. Negotiation is much easier when you find out what the needs and fears of the other are, when you know, beyond your expected result to put yourself in its place, try to understand empathy with your point of view. If you manage to make your negotiating partner easy to say "yes" then the solution is somewhere close.. Negotiation strategies influence the negotiation process and it is considerable that the use of correct strategy depends on the situation being effective in the negotiation process. Furthermore Negotiators have the potential to form a substitute that works for both sides by viewing the other party as a companion.