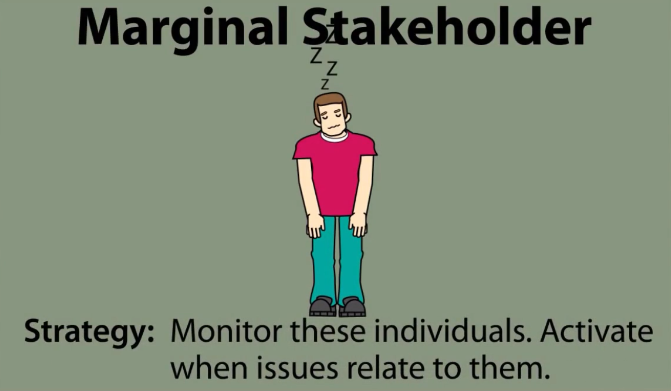


1.



2.

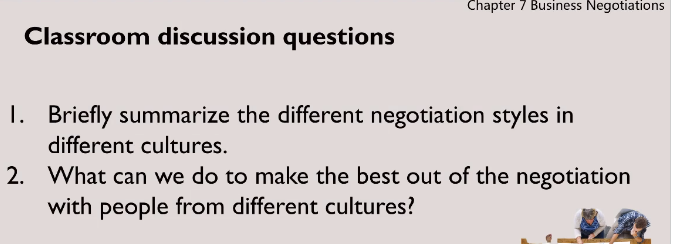






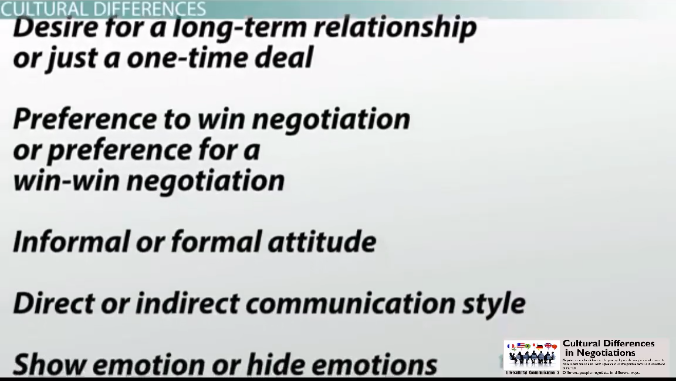


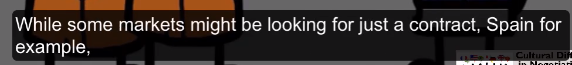
3. What are the factors that affect the quality of stakeholder dialogue?   
Commitment: key people and resources  
Capacity: physical, organizational, and human resources  
Consensus: the goal must be a solution where everyone wins  
Consciousness: dialogue must be weaved into the system



1.









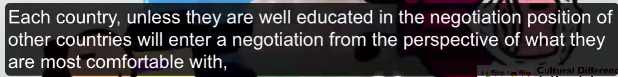








2.

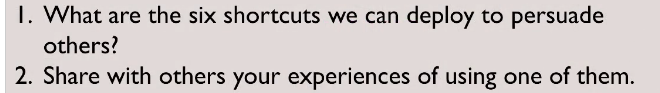




Understand cultural aspects of negotiating.

Knowing the person we are negotiating with which includes the cultural aspect





1.

Reciprocation

Commitment and consistency

Social proof

Liking

Authority

Scarcity

2.   
When I argue about how codes can be better with my friends who is not majored in software, I often persuade them because I am.

