

CLASS: JS1

SUBJECT: SOCIAL STUDIES

TOPIC: NEGOTIATION

Negotiation can be defined as a back and forth process in which two or more people with different interest find a way to come up with an agreement.

Negotiation is a method by which people settle their differences.

A negotiation is a formal discussion to reach an agreement about an issue .

It is a process of achieving agreement through discussion.

It is an important method used to reduce conflict and get things done .For example two hostile nations both claim a piece of territory , they may need to negotiate an agreement.

The keywords: formal, differences, agreement, conflict.

Stages of negotiation includes ;

- 1.preparation
- 2.discussion
- 3.clarifying goals
4. negotiate towards a win win outcome
5. agreement
6. Implementing a course of action

Factors that influence negotiation includes;

- 1.Good communication.
2. Norms and values.
3. Good relationships.
4. Power and emotions.

Assignment;

1. What do you understand by the term Negotiation?
2. What is conflict resolution?
3. Give the meaning of the key words listed above.