



Negotiation

DIRECTIONS: Match each business vocabulary word to its meaning.

- | | | | |
|-----------|---------------|---|--|
| _____ 1. | alternatives | A | changing one's mind/terms slightly in order to find a resolution |
| _____ 2. | bottom-line | B | a thing that is granted or accepted |
| _____ 3. | comply | C | agreement by all |
| _____ 4. | compromise | D | willing to compromise or accommodate |
| _____ 5. | concession | E | needs/expectations that one side believes it deserves |
| _____ 6. | consensus | F | other options |
| _____ 7. | cooperation | G | the lowest one is willing to go |
| _____ 8. | counter offer | H | agree |
| _____ 9. | flexible | I | to make greater or larger |
| _____ 10. | amplify | J | make up for a loss |
| _____ 11. | compensate | K | point where neither party will give in |
| _____ 12. | demands | L | the working together |
| _____ 13. | deadlock | M | an offer/request presented in response to the first proposal |