

A word cloud centered around the word "negotiation". The word "negotiation" is the largest and most prominent, written in a dark red, serif font. Surrounding it are various other words in different sizes, colors, and orientations. The words include: "communication" (large, dark green, vertical on the left), "agreement" (large, orange, horizontal below "negotiation"), "resolution" (large, dark green, horizontal below "negotiation"), "arbitration" (dark red, horizontal top left), "objective" (dark green, vertical top left), "discussion" (dark red, vertical top center), "skill" (dark red, vertical top center), "negotiate" (dark green, horizontal top center), "stalemate" (dark red, vertical top right), "hostage" (dark red, vertical top right), "salary" (orange, horizontal top right), "technique" (dark green, vertical top right), "offer" (dark red, vertical left), "increase" (dark green, vertical left), "decision" (dark green, vertical left), "team" (dark red, vertical left), "proposal" (dark green, vertical left), "job" (dark green, vertical left), "aggressive" (dark red, horizontal below "resolution"), "deadlock" (dark green, vertical below "resolution"), "scenario" (dark green, vertical below "resolution"), "critical" (dark red, vertical below "resolution"), "resolve" (dark green, vertical below "resolution"), "ultimatum" (dark red, horizontal below "resolution"), "management" (dark red, vertical below "agreement"), "outcome" (dark green, vertical below "management"), "personal" (dark green, vertical below "management"), "strategy" (orange, vertical below "management"), and "tactic" (dark green, vertical below "strategy").

**negotiation**

communication  
agreement  
resolution  
arbitration  
objective  
discussion  
skill  
negotiate  
stalemate  
hostage  
salary  
technique  
offer  
increase  
decision  
team  
proposal  
job  
aggressive  
deadlock  
scenario  
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# Effective Negotiation

**RS Peters**



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