

NEGOTIATIONS

DISCUSSION QUESTIONS



A2

1. What do you understand by the term “negotiation”?
2. Have you ever negotiated with someone before? What was it about?
3. Why is negotiation important in everyday life?
4. Can you think of a situation where negotiation skills would be helpful?
5. What do you think makes a negotiation successful?
6. How do you feel when you have to negotiate with someone?
7. What are some common negotiation techniques you know?
8. Do you prefer to negotiate face-to-face or through written communication?
9. Can you give an example of a win-win negotiation?
10. How do cultural differences affect negotiations?

B1

1. What are the key steps in preparing for a negotiation?
2. How do you handle conflicts during negotiations?
3. Can you discuss a negotiation where you had to compromise?
4. What role does active listening play in negotiation?
5. How do you know when to walk away from a negotiation?
6. Have you ever negotiated a salary or job offer? How did it go?
7. What ethical considerations should be kept in mind during negotiations?
8. How can power dynamics impact a negotiation?
9. What are some strategies for overcoming resistance in negotiations?
10. What are some common mistakes people make during negotiations?

B2

1. How do you negotiate with someone who has a different communication style?
2. What are the differences between distributive and integrative negotiation strategies?
3. How do you negotiate with someone who seems unreasonable?
4. Can you discuss a successful negotiation you were part of?
5. What are the challenges of negotiating in a multicultural context?
6. How can you build trust and rapport during negotiations?
7. How do you negotiate when both parties have equal power?
8. What are some negotiation tactics you should avoid?
9. How do you handle negotiations where emotions are running high?
10. What are the benefits of using objective criteria in negotiations?

C1

1. How do negotiations differ in diplomatic settings compared to business negotiations?
2. What strategies can you use to negotiate with difficult or aggressive negotiators?
3. How do you negotiate effectively in a virtual or remote setting?
4. How do you manage time constraints during negotiations?
5. How can you leverage information asymmetry in negotiations?
6. What role does empathy play in successful negotiations?
7. How do you negotiate when there are multiple parties involved with conflicting interests?

8. Can you discuss a negotiation where you had to navigate cultural differences successfully?
9. How do you negotiate when facing a deadline or pressure?
10. What are the implications of negotiation outcomes for long-term relationships?

C2

1. How do you negotiate when dealing with complex, multi-issue negotiations?
2. How do you negotiate in situations where trust has been compromised?
3. What are the ethical considerations when negotiating in high-stakes situations?
4. How do you negotiate when there are legal implications involved?
5. What strategies can you use to negotiate when facing asymmetric power dynamics?
6. How do you negotiate when dealing with negotiations across different time zones and cultures?
7. How do you adapt your negotiation style when negotiating with different personality types?
8. What role does emotional intelligence play in negotiation effectiveness?
9. How do you negotiate when faced with unexpected obstacles or changes in circumstances?
10. How can you evaluate the success of a negotiation beyond just the immediate outcome?