

## Negotiation – Bargaining Glossary

### **Concession** noun

something you give or allow to someone in order to reach an agreement  
make a concession:

- *You have to be prepared to make concessions in a relationship.*

concession on:

- *The company has already made several concessions on pay.*

concession to:

- *He said there could be no concessions to the terrorists.*

### **Resent** verb

to experience angry unhappy feelings because you think you have been treated unfairly or without enough respect

- *The girls in the family resented all the attention that Peter was getting.*

resent (someone) doing something:

- *It's obvious that he resents being dropped from the team.*

bitterly/deeply/strongly resent something:

- *I deeply resent you implying that I would be involved in anything like that.*

### **Anticipate** verb

to guess that something will happen, and be ready to deal with it

- *Luckily we had anticipated the question.*
- *The businesses that will survive will be those that anticipate changes in technology.*

### **Alternative** noun

something that you can choose instead of something else

- *Can you suggest an alternative?*
- *There was no alternative but to close the road until February.*

alternative to:

- *The treatment is offered as an alternative to surgery.*

### **Lose face** phrase

to no longer impress people or be respected by them, especially by showing that you are not in control of a situation

- *The government will lose face if they do not go ahead with this.*

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## **Priority** noun

something important that must be done first or needs more attention than anything else

- *We should be able to agree on priorities.*
- *Being fashionable was low on her list of priorities.*

top/high/main/immediate priority:

- *Health insurance will be our top priority.*

set/establish/identify priorities:

- *discussion groups that set priorities for research*

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