

# *The* **Business 2.0**

## **Negotiating – bargaining – Video Worksheet Teachers' Notes - Answers**

### **Pre-viewing**

*bargain - negotiate*

(to) propose - (to) offer

concession - give away

(to) exchange - (to) give and receive

warm - enthusiastic

'face' - reputation

### **While viewing**

1 - deciding **what** you want

2 - dividing your wants into: the ideal, realistic, minimum you will accept

3 - making an opening offer

4 - summarising

5 - making a counter-offer

6 - closing the deal

7 - creating an action plan with timelines

8 - congratulating each other

### **Post viewing**

1

(a) always

(b) everyone

(c) don't have

(d) modest

2 Student's own answers