



Negotiation Skills - Research on Cross Cultural Competence

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Seminar paper from the year 2008 in the subject Communications - Intercultural Communication, grade: 2,3, Cologne University of Applied Sciences, language: English, abstract: Negotiation can be defined as the process of bargaining between two or more parties to reach a solution that is acceptable to all parties.

Negotiation is also a dialogue intended to resolve disputes, to produce an agreement upon courses of action, to bargain for individual or collective advantage, or to craft outcomes to satisfy various interests. It is the primary method of alternative dispute resolution.

Negotiation could be defined differently, it depends on the subject. Political negotiation, cultural negotiation, business negotiation etc. Negotiation occurs in government, legal proceedings, in personal situations and in everyday life.

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