

# NEGOTIATION STRATEGIES

## STRATEGII DE NEGOCIERE

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***Abstract:***

*The negotiators learn very quick as if they want the success is due to offers a little to obtained what they need. The truth quality is the ability to stable what namely to offer, when to offer, why to offer, how much to offer and what to wait in conversely. To be an experienced negotiator, a person must due to knows to manipulate a thing that he can dispensed with what he offered and what he receive to satisfy his needs.*

***Key words:*** Conflict, decision, approach, cooperation, situation.