Division in	Presentations 3: audience interaction	132
В	Closing and dealing with questions Intercultural aspects	
05	Negotiations 1: situations and negotiators	134
A B C	Types of negotiation Word combinations with 'negotiati Bargaining	ons'
64	<b>Negotiations 2: preparing</b>	136
	Preparing to negotiate Opening the negotiation Negotiating styles	
65	Negotiations 3: win-win	138
B C	Probing Positive positions Negative positions Concessions and trade-offs	
66	Negotiations 4: reaching agreement	140
В	Deadlock and mediators Agreements and contracts Checking the deal	
Answer key		142
Index		161
Also available		176