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Negotiation Vocabulary

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| **Across****5.** goal for the outcome**7.** arguing back and forth**10.** agree**11.** make up for a loss**13.** be deserving of | **Down****1.** willing or openness to change**2.** another word for politely**3.** open to or interested in an idea**4.** present an issue to someone directly**6.** reaching an agreement**8.** argument to present**9.** something that gives one party a greater chance of succeeding over another**12.** agreed by both or by all |

   consensus       comply       compensate       confront       cordially       entitled       flexible       leverage       mutual       proposal       receptive       objective       haggling