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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