

Negotiation Terms

DIRECTIONS: Match each business vocabulary word to its meaning.

alternatives	compensate	compromise	counter offer
bottom line	demands	concession	flexible
comply	deadlock	consensus	amplify

- _____ 1. changing one's mind/terms slightly in order to find a resolution
- _____ 2. a thing that is granted or accepted
- _____ 3. agreement by all
- _____ 4. willing to compromise or accommodate
- _____ 5. needs/expectations that one side believes it deserves
- _____ 6. other options
- _____ 7. the lowest one is willing to go
- _____ 8. agree
- _____ 9. to make greater or larger
- _____ 10. make up for a loss
- _____ 11. point where neither party will give in
- _____ 12. an offer/request presented in response to the first proposal

