

Introduction

Conducting negotiation and debate is aimed on developing students' specific communicative competencies used in negotiations and debates, mastering existing like most people, you work for a living. You run a small business. On the other hand, you are a position player in a larger one. Alternatively, you are employed in a nonprofit or public agency. On the other hand, perhaps you are not part of the work force at all.

Sooner or later (most likely sooner) you will need or want something from someone else. That someone else might be another individual, another organization, or an individual or organization inside or outside your business or organization. As for what you need or what, it could be a new hire, a labor deal, a supply of raw material, a professional consultation, financial advice, or even a meeting room. You need something from someone, and it's important.

That something may be large or it may be small. Now you have to meet with someone to obtain it. Since resources are precious, you have to try to get the best deal. You will have to do a little "give and take" to get the best value for your money, the best value for your time, the best value for whatever resources you have to offer.

You have to negotiate.

It sounds scary. We hear of tense, drawn-out negotiations about labor agreements or peace talks to stop wars. The very idea of being on stage with such high stakes in the balance would scare most of us to deal.