



Communication in the workplace. Episode 4, negotiation in the workplace /

Video Education Australasia,
2007

Instructional films.

Material Projectable

In everyday life, negotiation is an important communication skill. This program explores the fundamentals and intricacies of the negotiation process through a fictional scenario of a high school teacher attempting to organise a training camp for her basketball team with her travel agent. The program explores the five stages of the negotiation process, including preparation for negotiation, negotiating, bargaining and confirmation. This program presents a clear and useful lesson on negotiating whilst highlighting that good communication skills are essential to the negotiation process

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Título: Communication in the workplace. Episode 4, negotiation in the workplace produced by Video Education Australasia

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Descripción física: 1 online resource (25 min.).

Duración: 002514

Mención de serie: Academic Video Online

Nota general: Title from resource description page (viewed Apr. 28, 2014)

Lengua: In English Original language in English

Materia: Communication Negotiation Office management

Entidades: Video Education Australasia. pro

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