Reply

 [Author Name]

[Institutional Affiliation(s)]

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**Response 1**

Dear Kelly, after reading your post I must say that you possess amazing negotiation skills. Negotiations are generally the discussions that are intended to reach an agreement (Cao & Clark, 2018). Most of the people avoid doing negotiations as they lack confidence. However, in life there are several moments where negotiations are important. I really liked your third negotiation where you requested your boyfriend to get you a kitten. Negotiation is not a way of obtaining a position yet is a way of successfully turn the agreement in one’s favor. In the scenario you mentioned that you agreed upon cleaning the litter box helped me a lot in understanding that negotiation is a give and take process. Although you were in doubt yet still you managed to make your boyfriend accept your request is commendable. To be a successful negotiator we should not only make people understand our perspective yet we should also understand another person’s needs (Thompson & Gunia, 2010).

**Response 2**

Dear Sugiti, after reading your discussion post I must say that you do possess the ability to negotiate. I think that negotiations are agreements which is a binding arrangement between two parties on a specific issue (Pinkley & Bennett, 1994). In real life, we all have experienced several difficult situations where we had to negotiate. After reading your post I appreciate that unlike many people you tried your best to negotiate rather than avoiding the situation. Although your third negotiation was unsuccessful and you already knew that you will not be able to succeed yet still you tried which is highly admirable. I like the idea that before negotiating you had a backup plan (Brett & Thompson, 2016). This helped me in understanding that we should always have an alternative plan before we start negotiating. This is because if our negotiations fail so that we can handle the situation appropriately.

**References**

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