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The Art of Negotiation

It is often said that negotiation is half the battle. It means that we can achieve our goals if know what to say and when to say it. But one cannot get what one wants to the letter. Therefore, it is often advisable to master the art of negotiation so that we can get the maximum advantage that we want out of a situation.

The story that Maria Ploumaki described in her TEDx Lecture shows that one needs to analyze the weak points of the opposing parties, in her case the beard of the buck, to get what one wants of a deal (Ploumaki, 2015). But like every animal, every negotiation is not the same. Some people can cooperate with you if you can speak a few words. Some might require intense and long-term cooperation, and some might require the use of intense force to make them see any sense in their dealings.

Some steps must be followed while we exhibit the art of negotiation. First, we must give respect to each other while negotiating. The buck of Maria's childhood was given the feeling of respect before he was led to a pen. Similarly, the opposing parties need to give respect and to feel respected before they are led to a negotiation table. Second, the participants of the negotiation must choose to resolve the matter of their discussion through peaceful means. None of the parties should try to come stronger in the talks as it is bound to break the efforts down and cause bad feelings among the parties involved.

To conclude, the negotiations are the only way that may get all the parties what they want out of a deal. True that both the parties may see try that they would be able to achieve a zero-sum game, but in the end, negotiation should only be about creating a win-win situation.

# Works Cited

Zurich, TEDx. (2015). *The Art of Negotiation* [Motion Picture].