Name of student

Name of institution

Name of instructor

Date

Most contributed students

The contribution made by Ashley

The input from Ashley is one of the best ones I received. First of all, she acknowledges that I have great negotiations skills but then goes ahead to point out some of the things that I did not do right. The best contribution is one that addresses the weaknesses that one has. It is a result of my great negotiation that makes her shocked why we did not conclude. By pointing out the problems that I made during the negotiation, it makes it easy for me to make corrections so that the next talks can turn out to be good. She is interested to see me improve my skills and that is why she concentrates on the mistake that I made during the negotiation.

My ability to negotiate well is determined by my ability to overcome the mistakes that I make frequently. Ashley states that it seems as if we were in an argument. This might be true since it is what made the other party walk away from the negotiation. He also felt that I did not take into consideration the possibility of business in future days. My ability to retain clients also determines the extent to which I can succeed in the industry. By pointing out such problems, she helped me overcome most of the struggles I had during the course.

The contribution by David

David started by comparing my achievement with what he has also achieved. The comparison is a good thing for me because it showed me that I am on the right track. When undertaking a course, it is always important to get people who can encourage you and tell all the positive things that you have achieved so far. David points out that I have been able to make successful negotiations. This shows that my negotiations skills have gone up and I am now able to get into more serious business with clients and employers. After realising that I had more than one option, he also goes ahead to congratulate me for making the right choice.

Apart from helping with the praises that boost my confidence and ability to engage in negotiations that can yield more benefits, he also goes ahead to tell me better ways to do it. Persuasion is one of the ways that David proposes to be used in the process of negotiation. It is good to note his intention to improve my ability in the game. It is true that there are cases that require persuasion compared to any other method of negotiation. Some clients feel good when they control the conversation, and this is the only way that you can use to win their hearts. David played an important in making me realize that I could as well use persuasion to convince the other partner to accept my side of the argument.

The contribution by Cindy

Cindy concentrates on the fact that she did not understand the client well. Apart from the fact that she wants me to assist her since I got the best value, it shows that she is interested in knowing the methods that I used to achieve that. In the course, it is good to learn that you are someone’s role model and that they wish to learn from you. The questions asked by Cindy gave me something to think about. Though I was right in the assignment, it was important that I also took into consideration the questions that she had. Some of the questions acted as a challenge while others showed that my method worked to achieve the goal.

Cindy enquires about my relationship with the companies. This is a great response because apart from the learning that she wants to achieve, she also has the intention of ensuring that I can improve my performance. Her contribution is good because it helps both parties. It pushes me to do more research on how to get better deals from clients. My relationship with clients is very much important if I want to succeed in the business. The relationship with clients makes it easy for me to get more referrals from the clients that I have served in the past. Just like in employment, how you interact with your employer determines the future of your career.

The contribution from Nadia

Nadia also started by noting my ability to be competitive in the industry. The fact that I was able to get higher amounts means that I had better negotiation skills. One thing that I did not know about the deal is that the attitude of the clients is what determines whether one will have successful negotiation or not. I noticed that it is quite easy to learn when people start by complementing that work that you do. By drawing my attention to what I have achieved it sets the mood right to be able to point out all the mistakes that I did. She then went ahead to provide important insights that could even help me get better deals that the one I had just achieved.

Her interest in knowing whether the buyer still wants more deals with me clearly shows that she desires to know the extent to which I can do business. Good negotiations should end well with the buyer feeling satisfied and even promising to visit again and get good deals from the seller. She provides a contribution that has made it quite easy for me to adjust the things that I do towards the end of my deal. I have learned that it is important to get hold of the client and even ask for referrals so that you can make more.