Proposal Negotiation

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Negotiation is an essential part of life. Many people negotiate in different instances in order to gain something or at least, not to lose something. Sometimes negotiations become unavoidable, and the process has to be initiated and carried on in order to reach a final decision (Ahammad, et al, 2016). The time is taken to negotiate and come to a final decision also varies from instance to instance. Sometimes the time taken for settlement in the negotiation process is long, in fact, it may take many years, and sometimes the issue is resolved in minutes.

An excellent example too gets the value of negotiation and understand the various steps involved in the negotiation process is a divorce case. A divorce or separation case comprises of much useful information which can provide adequate knowledge about the negotiation and settlement process.

**Purpose of the Research**

This paper aims to focus on the negotiation process carried on in the case of a divorcing couple. The paper will look closely on various steps of the negotiation process and the complications that came in the way of this negotiation. The paper will also look into the details of the issues that caused these issues like complexity in the settlement and property issues. The overall purpose of this paper is to highlight the importance of negotiation and how the process should be carried on in various situations.

**Methodology**

The methodology adopted for this research is the qualitative method. The research paper will highlight the steps followed in the negotiation process of the divorcing couple and the complications that came in this process, through a case study (Lewick, et al. 2011). It will further include researching various cases of separation and divorce from multiple areas and then comparing them to the case under discussion that how the negotiation process was handled in this particular case.

**References**

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