Why to Negotiate?

It is inevitable that, from time-to-time, conflict and disagreement will arise as the differing needs, wants, aims and beliefs of people are brought together.

Without negotiation, such conflicts may lead to argument and resentment resulting in one or all of the parties feeling dissatisfied.  
The point of negotiation is to try to reach agreements without causing future barriers to communications.

**Stages of Negotiation**In order to achieve a desirable outcome, it may be useful to follow a structured approach to negotiation. For example, in a work situation a meeting may need to be arranged in which all  
parties involved can come together. The process of negotiation includes the following stages:  
1. Preparation.  
2. Discussion.  
3. Clarification of goals.  
4. Negotiation towards a WIN-WIN situation.  
5. Agreement.  
6. Implementation of a course of action.