 Work out that there is a difference of opinion Invite the other person to give their point of view Reflect the other person's view back to make sure you have really understood it Give your point of view Ask the other person to reflect back your point of view, to make sure they have understood it Offer a compromise that takes both views into account 	S	teps for negotiating
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of view, to make sure they have understood it	4	Give your point of view
6 Offer a compromise that takes both views into account.	5	
	6	Offer a compromise that takes both views into account
// If your compromise isn't acceptable, invite the other person to suggest one	7	
8 Continue to negotiate until a compromise is agreed	8	Continue to negotiate until a compromise is agreed