



[Glossary]

Negotiation Skills and Effective Communication

Subject:	Business Economics
Course:	B. A. (Hons.), 1st Semester, Undergraduate
Paper No. & Title:	Paper – 104 Business Communication
Unit No. & Title:	Unit – 5 International Communication
Lecture No. & Title:	Lecture – 2 Negotiation Skills and Effective Communication

Glossary

Adamant

Impervious to pleas, persuasion, requests, reason

Citing

Make reference to

Lucidity

The comprehensibility of clear expression

Perceive

To become aware of through the senses

Perspective

A way of regarding situations or topics etc.

Remedy

Act of correcting an error or a fault or an evil