



[Summary]

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

Summary

A good preparation, effective communication skill, proper control of emotions and closing of the deal with the revision of the points will lead to a good negotiation.