



The ENTER EdTech Project

Entering the EdTech Entrepreneurship World

The stages of the negotiation process

Description

Negotiation is a process undertaken by at least two separate individuals or groups who desire different outcomes regarding a specific event or situation. Thus, understanding how to negotiate is a critical skill to build, benefitting both your personal and business life.

Tip (How / When to use the resource)

Keywords

negotiation, process negotiation, stages of negotiation

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Link

<https://www.shapironegotiations.com/negotiations/the-stages-of-the-negotiation-process/>

Country

United States

Target Group

Entrepreneur

Topic Category

Business

Topic

- Business in general
(*Business models, product development, MVP, lean, customer, competition, impact business, EdTech business specifics, metrics, legal issues, EdTech startup case studies etc.*)

Relevance depending on the stage of the venture

- Early Stage
(*company registered, pre-revenue*)

EdTech Subsector(s)

- Life-long Learning

Scope

- International

Content Type

Website

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