



# 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

### Author

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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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