## Universiti Malaysia Pahang

## **Internal Test**

## **Negotiation Strategy**

- 1. The class is asked to answer basic questions on negotiation.
- 2. Day to day life activities shall be asked.
- 3. Shopping habit shall be asked.
- 4. Buyer and Seller responsibility shall be asked.
- 5. Negotiation game through role playing shall be conducted.
- 6. Finally, assessment shall be done on different aspects of negotiation.