

سلم تصحيح التفاوض التجاري / باللغة الانكليزية
السنة الرابعة / الفصل الثاني 2024-2025

1- Choose the correct answer: (48 marks) 3 درجات لكل إجابة مما يلي:

1. (Negotiating, Fogging, justification) is a process through which a compromise or agreement is reached while avoiding argument and dispute.
2. Offering clarification and justification: In this stage of negotiation, both the parties get the chance to clarify and justify their original (demands, prices).
3. Having clarity of (conflicts, objectives) is of utmost importance.
4. (Bargaining , Closure, justification) : This is the final stage of negotiation wherein both the parties reach at an agreed conclusion and the process of negotiation comes to an end.
5. Effective negotiation skills are one of the most sought after skills demanded by (organisations, universities).
6. Misapprehensions can surface if the negotiator (does not, does) state viewpoints or words clearly.
7. Instead of jumping to a conclusion of negotiation, (a bad, an ideal) negotiator will aim to find the root cause of the problem and solve it.
8. Integrity and ethics in negotiation pertains to (by, abstaining from) making fraudulent misrepresentations.
9. (Distributive, Integrative) negotiation: In this bargaining strategy, one party's gain is dependent upon the other party's loss.
10. A (teamwork , mediator) is a neutral third party that offers a solution in a timely, fair and cost-effective manner.
11. (An arbitrator, a mediator) is a third party with the authority to dictate an agreement.
12. A competitive negotiation style follows the model of ("I win, you lose.", ("I win, you win.").
13. Since avoiders (like, dislike) conflict and struggle with direct communication, they come off as passive-aggressive.
14. ("Win-win" , "Win-lose") negotiation is a principle feature of integrative bargaining.
15. (Walk-away , Interactive) BATNA: This includes economic, political, and social non-cooperation.

16. (Empathy , Persuasion) refers to put oneself in other's situation and then imagine the situation that the person is going through.

2- Put the words into the correct position. (20 marks)

(خمسة فراغات, لكل منها 4 درجات)

give, obstacles, process, best, lack

- Even the best negotiators have difficulty at some point or other making things work.
- After all, the process requires some give and take.
- Perhaps one party just won't budge and doesn't want to give in at all.
- There could be other issues that stall the negotiation process, including a lack of communication, some sense of fear, or even a lack of trust between parties.
- These obstacles can lead to frustration and, in some cases, anger.

3- Why is negotiation important? (12 marks)

ثلاث بنود, لكل منها 4 درجات

- Essential for forming business relationships.
- Helps to resolve conflicts and disagreements.
- Critical for achieving win-win situations which promote collaboration and trust.

4- لكل مصطلح درجتان (20 marks) : ترجم ما يلي

انكليزي	عربي
collaboration	التعاون
communicate	التواصل
Skills	مهارات
aggressive	عدواني
concessions	تنازلات
closing deals	إبرام الصفقات
persuasion	الإقناع
Bargaining	المساومة
Level of Commitment	مستوى الالتزام
Integrity and Ethics	النزاهة والأخلاق

انتهى السلم

عميد كلية الاقتصاد بدير الزور
د.رامي اليونس

مدرسة المقرر
د.منى عبود

الصفحة 2 من 2