

<b>Title</b>	<b>Demonstrate knowledge of one-to-one negotiation</b>		
<b>Level</b>	<b>2</b>	<b>Credits</b>	<b>2</b>

<b>Purpose</b>	People credited with this unit standard are able to demonstrate knowledge of one-to-one negotiation.
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<b>Classification</b>	Core Generic > Social and Cooperative Skills
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<b>Available grade</b>	Achieved
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### Guidance Information

The scenario in performance criterion 1.2 needs to have sufficient substance for one-to-one negotiation to be applied. It must be of sufficient complexity to align with the descriptor for Level 2, available in *The New Zealand Qualifications Framework* at [Understanding the New Zealand Qualifications Framework \(NZQF\) » NZQA](#)

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### Outcomes and performance criteria

#### Outcome 1

Demonstrate knowledge of one-to-one negotiation.

#### Performance criteria

- 1.1 One-to-one negotiation is described.
- Range purpose, participants, processes, possible outcomes.
- 1.2 One-to-one negotiation strategies for a successful outcome are described for given scenarios.
- Range outcomes – employment, education, whānau, friends; evidence of two required.

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<b>Planned review date</b>	31 December 2027
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**Status information and last date for assessment for superseded versions**

Process	Version	Date	Last Date for Assessment
Registration	1	22 May 1996	31 December 2015
Revision	2	27 March 1998	31 December 2015
Review	3	26 September 2001	31 December 2015
Review	4	16 July 2010	31 December 2019
Rollover	5	18 June 2015	31 December 2019
Review	6	25 January 2018	N/A
Review	7	2 March 2023	N/A

**Consent and Moderation Requirements (CMR) reference**

0113

This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

**Comments on this unit standard**

Please contact NZQA National Qualifications Services [nqs@nzqa.govt.nz](mailto:nqs@nzqa.govt.nz) if you wish to suggest changes to the content of this unit standard.