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| Title | **Demonstrate knowledge of one-to-one negotiation** |
| Level | **2** | **Credits** | **2** |

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| Purpose | People credited with this unit standard are able to demonstrate knowledge of one-to-one negotiation. |

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| Classification | Core Generic > Social and Cooperative Skills |

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| Available grade | Achieved |

**Guidance Information**

The scenario in 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 <http://www.nzqa.govt.nz/providers-partners/quick-links-to-nzqf-documents/>

**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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| Planned review date | 31 December 2027 |

**Status information and last date for assessment for superseded versions**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 |  | N/A |

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| 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 if you wish to suggest changes to the content of this unit standard.