

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

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
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Guidance Information

None.

Outcomes and performance criteria

Outcome 1

Demonstrate knowledge of one-to-one negotiation.

Performance criteria

- 1.1 One-to-one negotiation is defined in terms of purpose and benefits.
- 1.2 One-to-one negotiation is described in terms of its participants and processes.
- 1.3 Opportunities for one-to-one negotiation are described in terms of possible outcomes.

Range two from - employment, education, family, friends.
- 1.4 One-to-one negotiation strategies for a successful outcome are described for a given scenario.

Range define own objective; define most desired and 'bottom line' outcomes in relation to the objective; identify BATNA (Best Alternative To a Negotiated Agreement); identify the most appropriate person to negotiate with; put together a case which includes consideration of the other party's needs.

Planned review date	31 December 2022
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Status information and last date for assessment for superseded versions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

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.