

Name: _____

Human Relations in Organizations

Chapter Ten: Networking and Negotiating

Define Networking and list the Objectives:

Outline the steps identified within a Self-Assessment:

What is a One-Minute Self-Sell and why is it important?

Define Negotiation and identify two Negotiating Strategies:

Define the steps in a Negotiating Plan:

Identify the steps included in Bargaining:

Briefly share your thoughts on how the material outlined in this chapter can impact your life: