

DEFINISI NEGOSIASI

- Negosiasi adalah komunikasi dua pihak atau lebih yang bertujuan mencapai kesepakatan untuk kepentingan bersama
- Negosiasi melibatkan diskusi, kompromi agar tercipta kesepakatan
- Dalam hubungan industrial, negosiasi adalah proses kerjasama menyelesaikan perbedaan antara pekerja dan pengusaha

KONDISI DILAKUKANNYA NEGOSIASI

- Ada konflik → kepentingan yang sama
- Ada saling ketergantungan (Interdependensi)
- Pihak yang bernegosiasi memiliki kemampuan dan kewenangan untuk mengambil keputusan
- Negosiasi merupakan seni membujuk dan berkompromi atas perbedaan
- Memiliki keluwesan untuk hal yang dapat dinegosiasikan misal upah, fasilitas, waktu, kondisi, kinerja atau aturan
- Memiliki penyelesaian terbaik → kepentingan bersama.

Negosiasi menggunakan keterampilan komunikasi efektif, yaitu :

- ✓ Mendengar
- ✓ Bicara
- ✓ Membaca
- ✓ Menulis

SIKAP PENTING DALAM NEGOSIASI

- Memulai negosiasi, dilandasi dengan NIAT BAIK
- Memiliki sikap positif terhadap konflik bahwa konflik ada dalam setiap hubungan
- Menyadari bahwa dalam memecahkan konflik perlu keterampilan yang dapat dipelajari, bukan dimiliki sejak lahir.
- Menyadari bahwa dalam bernegosiasi kedua pihak harus saling menghargai, menghormati, memiliki etika dan saling mengontrol diri.

TAHAP TAHAP NEGOSIASI

1. TAHAP PERSIAPAN
2. TAHAP BERLANGSUNGNYA NEGOSIASI / PROSES NEGOSIASI
3. TAHAP SETELAH NEGOSIASI

1. TAHAP PERSIAPAN

Definisi Negosiasi

Sentanoe Kertonegoro



Definisi Negosiasi:

The Enigmatic Realm of **Definisi Negosiasi**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing in short supply of extraordinary. Within the captivating pages of **Definisi Negosiasi** a literary masterpiece penned by way of a renowned author, readers attempt a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting affect the hearts and minds of people who partake in its reading experience.

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Table of Contents Definisi Negosiasi

1. Understanding the eBook Definisi Negosiasi
 - The Rise of Digital Reading Definisi Negosiasi
 - Advantages of eBooks Over Traditional Books
2. Identifying Definisi Negosiasi
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Definisi Negosiasi
 - User-Friendly Interface
4. Exploring eBook Recommendations from Definisi Negosiasi
 - Personalized Recommendations
 - Definisi Negosiasi User Reviews and Ratings

- Definisi Negosiasi and Bestseller Lists
- 5. Accessing Definisi Negosiasi Free and Paid eBooks
 - Definisi Negosiasi Public Domain eBooks
 - Definisi Negosiasi eBook Subscription Services
 - Definisi Negosiasi Budget-Friendly Options
- 6. Navigating Definisi Negosiasi eBook Formats
 - ePub, PDF, MOBI, and More
 - Definisi Negosiasi Compatibility with Devices
 - Definisi Negosiasi Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Definisi Negosiasi
 - Highlighting and Note-Taking Definisi Negosiasi
 - Interactive Elements Definisi Negosiasi
- 8. Staying Engaged with Definisi Negosiasi
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Definisi Negosiasi
- 9. Balancing eBooks and Physical Books Definisi Negosiasi
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Definisi Negosiasi
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Definisi Negosiasi
 - Setting Reading Goals Definisi Negosiasi
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Definisi Negosiasi
 - Fact-Checking eBook Content of Definisi Negosiasi
 - Distinguishing Credible Sources

13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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