

negotiation[niˌgəʊʃi'eɪʃ(ə)n] *n*

- часто pl* переговоры; обсуждение условий
negotiations from strength - переговоры с позиции силы
negotiations in private - переговоры в конфиденциальном порядке
negotiation priorities - *дуп.* порядок обсуждения вопросов на переговорах
by (means of) negotiation - путём переговоров
to be in negotiation, to conduct /to carry on, to hold/ negotiations - вести переговоры
to fail in one's negotiations - потерпеть неудачу в переговорах
to enter into negotiations with smb. for smth. - вступить в переговоры с кем-л. о чём-л.
the proposal is now under negotiation - это предложение сейчас обсуждается сторонами; это предложение служит предметом переговоров
- заклучение (*договора, контракта*)
- фин.* передача, переуступка, продажа (*векселя, чека и т. п.*)
- преодоление (*препятствий и т. п.*)
negotiation ability - *воен.* вездеходность, способность преодолевать препятствия
- информ., вчт.* уточнение запроса, согласование

negotiation

Oxford Advanced Learners Dictionary 8th Ed.

ne-go-ti-a-tion [negotiation negotiations] *BrE* [niˌgəʊʃi'eɪʃn] ⁴ *NAmE*[niˌgəʊʃi'eɪʃn] ⁴ **noun countable, usually plural, uncountable**

formal discussion between people who are trying to reach an agreement

- **peace /trade/wage, etc. negotiations**
- They begin another **round of negotiations** today.
- to **enter into/open/conduct negotiations** with sb
- The rent is a **matter for negotiation** between the landlord and the tenant.
- A contract is prepared **in negotiation with** our clients.
- The issue is still **under negotiation** .
- The price is generally **open to negotiation** .

Word Origin:

late 15th cent. (denoting an act of dealing with another person): from Latin **negotiatio(n-)**, from the verb **negotiarī**, from **negotium** 'business', from **neg-** 'not' + **otium** 'leisure'.

Collocations:**International relations***Trade*

facilitate/regulate trade (with other countries)
form/join a trading bloc
live in/compete in a global/the world economy
support/promote free trade
adopt/call for/oppose protectionist measures
erect/impose/reduce/remove trade barriers
impose/lift/raise/eliminate import tariffs (on sth)
have/run a huge/large/growing trade surplus/deficit
embrace/resist/drive globalization

Politics and law

conduct/handle/talk about/discuss foreign policy
pursue an aggressive/a hawkish foreign policy
require/use/conduct diplomacy
establish/break off/sever/restore diplomatic relations
foster/promote/strengthen regional cooperation
facilitate/achieve economic/political integration
exercise/defend/protect/transfer/restore/regain national/state/full/limited sovereignty
consolidate/extend/lose/retain your power (in the region)
hold/maintain/change/alter/shift/be a shift in the balance of power (in the region)
cause/create/open/expose/heal/repair a deep/growing/major/serious rift between X and Y

Meetings and agreements

have/hold/host/attend an international conference/an economic forum/a G20 summit
launch a new round of global/multilateral/world trade negotiations
send/head/lead/meet a high-level/an official/a trade delegation
begin/start/continue/resume peace talks
be committed to/be opposed to/disrupt/undermine/derail/sabotage the peace process
negotiate/achieve a lasting political settlement
broker/sign a peace deal/agreement/treaty

Conflict

be/constitute/pose a threat to global security
compromise/endanger/protect national security
justify/be in favour of/ (especially US) be in favor of/be against military intervention

threaten/authorize/launch/take/support/oppose unilateral/pre-emptive military action
impose/enforce/lift/end economic sanctions/an arms embargo/a naval blockade
close/protect/secure/patrol the border
lead/be involved in a peacekeeping operation

Aid
negotiate/announce a \$15 billion aid package/an economic stimulus package
send/provide/request/cut off military aid
bring/provide emergency/humanitarian relief
deliver/distribute medical supplies/(BrE) food parcels
fund/run a foreign/a local/an international NGO
reduce/eradicate child/global/world poverty

Example Bank:

- Compromise is reached by a process of negotiation.
- Contracts are under negotiation.
- It's time for some serious negotiation.
- Leading those negotiations is Senator Susan Collins of Maine.
- Negotiations continued all day to avert a strike.
- Negotiations were conducted in secret.
- Rents are agreed by negotiation.
- She is in negotiation with other heads of state on the question of oil prices.
- The alliance is the product of months of negotiation between the two parties.
- The final price is open to negotiation.
- The problem is not the negotiations for a contract.
- The problem should be resolved through negotiation.
- There is considerable room for negotiation on some of the details.
- They signed the treaty after several years of negotiation.
- They wanted to bring the conflicting parties back to the negotiation table.
- Union negotiations take place behind closed doors.
- international negotiations on reducing carbon emissions
- negotiations over the number of houses to be built
- negotiations with the other side
- the negotiation of a new contract
- The issue is still under negotiation.
- The rent is a matter for negotiation between the landlord and tenant.
- peace/trade/wage negotiations

negotiation

Longman DOCE 5th Ed. (En-En)

ne **go** **ti** **a** **ti** **o** **n** **S3** **W2** /nɪˌɡəʊʃi'eɪʃən \$ -,ɡoʊ-/ **BrE** ^u **AmE** ^u **noun** [countable usually plural, uncountable]

official discussions between the representatives of opposing groups who are trying to reach an agreement, especially in business or politics

negotiation with

* The negotiations with the company had reached a crucial stage.

negotiation between

* This follows private negotiations between the landowner and the leisure centre.

negotiation on/over

* He is trying to involve community leaders in negotiations on reform.

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COLLOCATIONS

ADJECTIVES/NOUN + negotiation

- **long/lengthy** After lengthy negotiations, a compromise was finally reached.
- **prolonged/protracted** (=very long) Despite protracted negotiations, the two sides have failed to reach agreement.
- **difficult** The agreement is the result of two years of long and difficult negotiations.
- **delicate** (=in which it would be very easy to upset people and cause the negotiations to fail) The company is about to start delicate negotiations with the union about next year's pay agreement.
- **intense** (=done with a lot of effort) The agreement came after months of intense negotiations.
- **peace/trade etc negotiations** A new round of global trade negotiations is due to start next week.

verbs

- **enter into/open negotiations** (=start negotiations) They have entered into negotiations to acquire another company.
- **conduct negotiations** The country should conduct direct negotiations with its neighbours.
- **break off negotiations** (=stop them) The two companies have broken off negotiations on the deal.
- **resume negotiations** (=start them again) The pressure is on Israel and the Palestinians to resume peace negotiations.
- **negotiations start** Peace negotiations started last week.
- **negotiations stall** (=stop making progress) The negotiations stalled over the question of arms reductions.
- **negotiations break down** (=stop because of disagreement) The negotiations broke down over a dispute about working conditions.

phrases

- **be under negotiation** (=be being discussed) The contract is currently under negotiation.

- **be open to negotiation** (=be able to be discussed) The price is usually open to negotiation.
- **be open to negotiation** (=be willing to discuss something) The president signalled that he is open to negotiations on the budget.
- **be subject to negotiation** (=be something that must be discussed) The pay is subject to negotiation.
- **a round of negotiations** (=one part of a series of negotiations) the next round of negotiations on trade barriers
- **the initial/early/final stages of negotiation** The offer was in the final stages of negotiation.
- **a breakdown in negotiations** (=an occasion when negotiations cannot continue because of a disagreement) There has been a breakdown in negotiations with the union.

negotiation

Freakuency Pack

12500 **1937**^{MCW}

15000 **1231**^{COCA}

RANGE: **2k** **NEGOTIATE**³⁶¹¹¹

negotiate ⁶⁶⁶⁴

negotiated ⁴⁴⁴⁶

negotiating ⁵³⁸³

negotiates ²⁷⁰

negotiator ¹²⁰⁷

negotiators ¹⁷⁴⁹

negotiation ³⁹²⁸

negotiations ¹²⁴⁶⁴

COCA 500k Unlemmatized

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¹⁴ **200620**¹⁶ **nnu**