

Negotiation

- The negotiation process between First Nation's and other interested groups resolve differences and bring together conflicting points of view
- Effective negotiation with experience satisfies the interests of all parties involved in the negotiation process
- Successful negotiation aims for compromise, sustainability, economic viability
- A professional negotiator understands the structural impediments, lack of trust, cultural and gender differences which can lead to breakdown of dialogue. He can work through these differences to bring about a meaningful conclusion and successful communication

