

**Founder's Academy**

Negotiation | G3-5

G3-5\_NEGOTIATION\_UNIT01\_LESSON01\_STUDENT

# Fair Trade and Agreement Basics

## Key terms

- offer
- agreement
- fair
- revise

## Lesson

Good negotiators listen, explain what they need, and try to create fair agreements where both sides can accept the outcome.

## Reflection

Write one sentence that starts: "A fair agreement is..."