

Unit 17		Unit 17	
acumen (n)	bo01 English Voci	financial acumen (n)	bo01 English Voci
Unit 17		Unit 17	
agreement (n)	bo01 English Voci	jeopardise an agreement	bo01 English Voci
Unit 17		Unit 17	
bottom line (n)	bo01 English Voci	be sb's absolute bottom	bo01 English Voci
Unit 17		Unit 17	
line	bo01 English Voci	business (n)	bo01 English Voci
Unit 17		Unit 17	
a rock-solid business	bo01 English Voci	compromise (n)	bo01 English Voci
Unit 17		Unit 17	
reach a compromise	bo01 English Voci	concession (n)	bo01 English Voci
Unit 17		Unit 17	
obtain a concession	bo01 English Voci	deadlock (n)	bo01 English Voci
Unit 17		Unit 17	
end in deadlock	bo01 English Voci	demand (n)	bo01 English Voci

Unit 17		Unit 17	
Geschäftssinn	bo01 English Voci	Scharfsinn	bo01 English Voci
Unit 17		Unit 17	
ein Abkommen gefährden	bo01 English Voci	Abkommen	bo01 English Voci
Unit 17		Unit 17	
jemandes absolutes	bo01 English Voci	Verhandlungsminimum	bo01 English Voci
Unit 17		Unit 17	
Geschäft	bo01 English Voci	Verhandlungsminimum sein	bo01 English Voci
Unit 17		Unit 17	
Kompromiss	bo01 English Voci	ein grundsolides Geschäft	bo01 English Voci
Unit 17		Unit 17	
Zugeständnis	bo01 English Voci	einen Kompromiss treffen	bo01 English Voci
Unit 17		Unit 17	
Stillstand	bo01 English Voci	ein Zugeständnis bekommen	bo01 English Voci
Unit 17		Unit 17	
Forderung	bo01 English Voci	ergebnislos enden	bo01 English Voci

Unit 17		Unit 17	
make a demand	bo01 English Voci	emotional blackmail (n)	bo01 English Voci
Unit 17		Unit 17	
essentials (n pl)	bo01 English Voci	gross revenues (n pl)	bo01 English Voci
Unit 17		Unit 17	
halfway (adv)	bo01 English Voci	meet sb halfway	bo01 English Voci
Unit 17		Unit 17	
hassle (n)	bo01 English Voci	not be worth the hassle	bo01 English Voci
Unit 17		Unit 17	
head-on conflict (n)	bo01 English Voci	high-pressure tactics (n pl)	bo01 English Voci
Unit 17		Unit 17	
ideals (n pl)	bo01 English Voci	income stream (n)	bo01 English Voci
Unit 17		Unit 17	
long-term relationship (n)	bo01 English Voci	manoeuvre (n)	bo01 English Voci
Unit 17		Unit 17	
room for manoeuvre (n)	bo01 English Voci	movement (n)	bo01 English Voci

Unit 17		Unit 17	
emotionale Erpressung	bo01 English Voci	fordern	bo01 English Voci
Unit 17		Unit 17	
Bruttoeinkünfte	bo01 English Voci	das Entscheidende	bo01 English Voci
Unit 17		Unit 17	
sich in der Mitte treffen	bo01 English Voci	in der Mitte	bo01 English Voci
Unit 17		Unit 17	
die Schwierigkeiten nicht wert sein	bo01 English Voci	Schwierigkeiten	bo01 English Voci
Unit 17		Unit 17	
aggressive Taktik	bo01 English Voci	direkter Konflikt	bo01 English Voci
Unit 17		Unit 17	
Einkommensstrom	bo01 English Voci	Ideale	bo01 English Voci
Unit 17		Unit 17	
Manövrieren	bo01 English Voci	lang andauernde Beziehung	bo01 English Voci
Unit 17		Unit 17	
Bewegung	bo01 English Voci	Spielraum	bo01 English Voci

Unit 17		Unit 17	
movement on price	bo01 English Voci	negotiate (v)	bo01 English Voci
Unit 17		Unit 17	
negotiable (adj)	bo01 English Voci	negotiating objective (n)	bo01 English Voci
Unit 17		Unit 17	
negotiator (n)	bo01 English Voci	one-off deal (n)	bo01 English Voci
Unit 17		Unit 17	
out-earn (v)	bo01 English Voci	pay off (phr v)	bo01 English Voci
Unit 17		Unit 17	
pressurise (v)	bo01 English Voci	royalties (n pl)	bo01 English Voci
Unit 17		Unit 17	
set sth to one side	bo01 English Voci	single-issue negotiation (n)	bo01 English Voci
Unit 17		Unit 17	
small print (n)	bo01 English Voci	throw sth in (phr v)	bo01 English Voci
Unit 17		Unit 17	
topic (n)	bo01 English Voci	tradeables (n pl)	bo01 English Voci

Unit 17		Unit 17	
verhandeln	bo01 English Voci	Flexibilität des Preises	bo01 English Voci
Unit 17		Unit 17	
Verhandlungsziel	bo01 English Voci	verhandelbar	bo01 English Voci
Unit 17		Unit 17	
einmaliges Geschäft	bo01 English Voci	Verhandlungsführer/-in, Unterhändler/-in	bo01 English Voci
Unit 17		Unit 17	
auszahlen	bo01 English Voci	ein höheres Einkommen haben als	bo01 English Voci
Unit 17		Unit 17	
Lizenzgebühren	bo01 English Voci	unter Druck setzen	bo01 English Voci
Unit 17		Unit 17	
Verhandlung über einen einzigen Punkt	bo01 English Voci	etwas zurückstellen	bo01 English Voci
Unit 17		Unit 17	
(gratis) dazugeben	bo01 English Voci	Kleingedrucktes	bo01 English Voci
Unit 17		Unit 17	
verhandelbare Punkte	bo01 English Voci	Thema	bo01 English Voci

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