

# ELTE Negotiation quiz 168

## 1. ELTE Negotiation quiz 168

After several tense meetings about shipping costs, both sides finally reached \_\_\_\_\_ ground on a revised distribution plan.

1 POINT

- (A) mutual
- (B) strategic
- (C) common
- (D) equal

2. The legal teams spent three months reviewing intellectual property clauses to \_\_\_\_\_ (finalise) an agreement before the merger deadline.

1 POINT

- (A) break down
- (B) hammer out
- (C) back out of
- (D) table

3. After six weeks of stalled salary negotiations, the HR consultant was hired to break the \_\_\_\_\_ .

1 POINT

- (A) deadlock
- (B) strike
- (C) leverage
- (D) hold

4. Although demand for the software had dropped significantly, the supplier still \_\_\_\_\_ a hard bargain and refused to reduce the licensing fee.

1 POINT

- (A) struck
- (B) drove
- (C) pushed
- (D) called

5. To convince the investor to sign the contract immediately, the startup decided to \_\_\_\_\_ the deal by offering additional shares in the company.

1 POINT

- (A) push
- (B) strike
- (C) sweeten
- (D) push

6. Since neither company was willing to abandon the partnership entirely, both sides had to make several \_\_\_\_\_ on pricing and delivery conditions.

1 POINT

- (A) leverages
- (B) concessions
- (C) bargains
- (D) deadlocks

7. During the final stage of the takeover negotiations, the investors started playing \_\_\_\_\_ by threatening to withdraw their funding.

1 POINT

- (A) leverage
- (B) pressure
- (C) hardball
- (D) advantage

**8.** After discovering several hidden liabilities in the financial reports, one of the partners decided to back \_\_\_\_\_ of the deal at the last minute.

1 POINT

- (A) down
- (B) in
- (C) over
- (D) out

**9.** Before signing the international supply contract, the legal departments met several times to iron \_\_\_\_\_ differences related to tax obligations.....

1 POINT

- (A) through
- (B) over
- (C) out
- (D) down

**10.** After securing exclusive distribution rights across Southern Europe, the company gained significant \_\_\_\_\_ in negotiations with retail partners.

1 POINT

- (A) leverage
- (B) concession
- (C) deadlock
- (D) bargain

**11.** During the second round of talks, the competitor tabled an attractive \_\_\_\_\_ that included lower prices and extended technical support.

1 POINT

- (A) leverage
- (B) offer
- (C) concession
- (D) bluff

**12.** Because inflation had increased operating costs significantly, the client began pushing for better \_\_\_\_\_ before agreeing to renew the five-year contract.

1 POINT

- (A) hardball
- (B) bluff
- (C) terms
- (D) deadlocks

**13.** After several late-night meetings and extensive revisions to the payment structure, the two firms finally struck a \_\_\_\_\_ worth over €50 million.

1 POINT

- (A) leverage
- (B) deal
- (C) concession
- (D) term

**14.** When the supplier claimed there was a global shortage of raw materials, the CEO called their \_\_\_\_\_ and demanded proof before accepting higher prices.

1 POINT

- (A) leverage
- (B) bargain
- (C) bluff
- (D) concession

**15.** Because the company controlled nearly 40% of the regional market, the procurement team used its market \_\_\_\_\_ to negotiate lower manufacturing costs.

1 POINT

- (A) leverage
- (B) concession
- (C) compromise
- (D) deadlock

**16.** [ELTE Match Game](#)

0 POINTS

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After several tense meetings about shipping costs, both sides finally reached \_\_\_\_\_ ground on a revised distribution plan.

1 POINT

- A mutual
- B strategic
- C common
- D equal

**i** Reach common ground means to find areas of agreement after disagreement.

2. The legal teams spent three months reviewing intellectual property clauses to \_\_\_\_\_ (finalise) an agreement before the merger deadline.

1 POINT

- A break down
- B hammer out
- C back out of
- D table

**i** Hammer out an agreement means to finalize difficult details after long negotiations.

3. After six weeks of stalled salary negotiations, the HR consultant was hired to break the \_\_\_\_\_ .

1 POINT

- A deadlock
- B strike
- C leverage
- D hold

**i** Break the deadlock means to resolve a situation in which no progress is being made.

4. Although demand for the software had dropped significantly, the supplier still \_\_\_\_\_ a hard bargain and refused to reduce the licensing fee.

1 POINT

- A struck
- B drove
- C pushed
- D called

i Drive a hard bargain means to negotiate very firmly in order to gain an advantage.

5. To convince the investor to sign the contract immediately, the startup decided to \_\_\_\_\_ the deal by offering additional shares in the company.

1 POINT

- A push
- B strike
- C sweeten
- D push

i Sweeten the deal means to improve an offer by adding extra benefits.

6. Since neither company was willing to abandon the partnership entirely, both sides had to make several \_\_\_\_\_ on pricing and delivery conditions.

1 POINT

- A leverages
- B concessions
- C bargains
- D deadlocks

i Make concessions means to compromise on certain demands during negotiations.

7. During the final stage of the takeover negotiations, the investors started playing \_\_\_\_\_ by threatening to withdraw their funding.

1 POINT

- A leverage
- B pressure
- C hardball
- D advantage

i Play hardball means to use aggressive or intimidating negotiation tactics.

8. After discovering several hidden liabilities in the financial reports, one of the partners decided to back \_\_\_\_\_ of the deal at the last minute.

1 POINT

- A down
- B in
- C over
- D out

i Back out of a deal means to withdraw from an agreement before it is completed.

9. Before signing the international supply contract, the legal departments met several times to iron \_\_\_\_\_ differences related to tax obligations.....

1 POINT

- A through
- B over
- C out
- D down

i Iron out differences means to resolve differences by addressing disputes.

10. After securing exclusive distribution rights across Southern Europe, the company gained significant \_\_\_\_\_ in negotiations with retail partners.

1 POINT

- A leverage
- B concession
- C deadlock
- D bargain

i Leverage refers to a strategic advantage or bargaining power in negotiations.

11. During the second round of talks, the competitor tabled an attractive \_\_\_\_\_ that included lower prices and extended technical support.

1 POINT

- A leverage
- B offer
- C concession
- D bluff

i Table an offer means to formally present a proposal for consideration.

**12.** Because inflation had increased operating costs significantly, the client began pushing for better \_\_\_\_\_ before agreeing to renew the five-year contract.

1 POINT

- A hardball
- B bluff
- C terms
- D deadlocks

**i** Push for better terms means to negotiate for more favorable contractual conditions.

**13.** After several late-night meetings and extensive revisions to the payment structure, the two firms finally struck a \_\_\_\_\_ worth over €50 million.

1 POINT

- A leverage
- B deal
- C concession
- D term

**i** Strike a deal means to successfully reach a business agreement.

**14.** When the supplier claimed there was a global shortage of raw materials, the CEO called their \_\_\_\_\_ and demanded proof before accepting higher prices.

1 POINT

- A leverage
- B bargain
- C bluff
- D concession

**i** Call someone's bluff means to challenge whether a threat or claim is genuine.

**15.** Because the company controlled nearly 40% of the regional market, the procurement team used its market \_\_\_\_\_ to negotiate lower manufacturing costs.

1 POINT

- A leverage
- B concession
- C compromise
- D deadlock

**i** Leverage means having influence or bargaining power that strengthens your negotiating position.

**16.** [ELTE Match Game](#)

0 POINTS