**BE79: Conflicts: Discussion and Vocabulary:** “The aim of argument, or of discussion, should not be victory, but progress.”

**STARTER**: How good are you at managing conflict? Answer the questions in the quiz. Then check your score.

**A:** Complete the 'noun' and 'adjective' columns of this chart with the correct word forms.

|  |  |  |  |
| --- | --- | --- | --- |
|  | Noun | Adjective | Opposite Adjective |
| 1 | Patience | Patient |  |
| 2 | Calmness |  | Nervous |
| 3 | Weakness |  | strong |
| 4 | Flexibility |  |  |
| 5 | Emotion |  |  |
| 6 | Consistency |  |  |
| 7 | Sympathy |  |  |
| 8 |  | formal | Informal |
| 9 | Enthusiasm |  |  |
| 10 |  | creative |  |

**B: Listening: 2.51** Mark the stress on the noun and adjective forms in Exercise A. The first one has been done for you. Practise the pronunciation with a partner. Then listen and check your answers.

**C:** Opposite adjectives are formed in one of three ways:

a) using a prefix such as un-, in- or im-: formal -+ informal

b) using a different word: weak -+ strong

c) using a paraphrase: friendly -+ not (very) friendly (= unfriendly)

Complete the right-hand column of the chart in Exercise A with the opposites of the adjectives.

**D:** Complete these sentences with one of the adjectives from Exercise A or its opposite.

1 He gets very angry if people are late for negotiations. He is very \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

2 She always has ideas and easily finds solutions to problems. She is a very \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_person.

3 He never shows anger, enthusiasm or disappointment during a negotiation. He is totally . . . . . . . . . . . . .

4 He always agrees with everything his negotiating partner suggests. He is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

5 I told him I was feeling really bad, and all he asked was 'Will you be able to meet the deadline?' How can anyone be so \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?

6 He likes people to feel comfortable and relaxed during a negotiation. He's a very \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ person.

7 He let the other side have everything they wanted in the negotiation. He was very

8 She is very \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_She keeps changing her mind all the time, which makes her very difficult to negotiate with.

**E:** Look again at the adjectives and their opposites. Choose what you think are the best and worst qualities for a negotiator. Then compare your ideas with a partner and try to reach an agreement.

**F: Following** your discussion in Exercise E, which of the qualities do you think you and your partner possess / don't possess? Discuss your ideas.

