













### *Final Remarks*

No matter the domain where the term *negotiation* appears, it is generally associated to the notion of conflict, but also to that of adjustment of opinions of those involved, in order to move from an ideal solution to a real one. That is why there can be mentioned a first (general) classification of negotiation, in conflictual and cooperative negotiation, each type relying on different strategies (conflictual and cooperative, respectively).

Judging by the elements that form the structure of this process we identified other classifications depending on the object of negotiation, the participants, their interests, the place of negotiation, the time and duration of negotiation and its manner of ending.

The examples chosen for analysis, that belong to two different tactics of negotiation (the bribery tactic and the nibbling tactic) emphasize some stylistic, pragmatic and argumentative markers characteristic of the conflictual and cooperative negotiation.

### *Notes*

[1] As the two tactics have been recorded and then transcribed, we have chosen to present the texts with the paraverbal markers as well, using the conventions for transcription suggested by L. Hoarță-Cărăușu (Hoarță-Cărăușu 2005: 11-13):

TEXT	emphatic accent
text =	
another speaker	intervention started by a speaker and continued, after interruption, by
= text	
+	short pause
++	longer pause
↑	rising intonation
↓	falling intonation
<S>	slow tempo of speech
<R>	rapid tempo of speech
<H>	high voice
<L>	low voice

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