Describe the six characteristics of negotiation using a negotiation with which you are familiar.

*This should be a 4-5 pages paper written in standard APA format. There must be a minimum of 3-4 references on your paper. Please do not use Wikipedia as one of your sources.*

**Abstract**

Give a clearly and concisely detailed explanation of the societal, educational and/or theoretical problem your paper addresses. This section should be a background narrative, citing literature throughout. Your purposes in this section are to: 1) grab your readers’ attention, 2) convey the importance of your topic, and 3) clearly and explicitly demonstrate that there is a problem.

**Argument**

Present your argument, which is your solution to the problem presented above. You are arguing for something specific and presenting examples. Use the literature reviewed to substantiate the merit of this argument. Present your argument explicitly and passionately. Remember to include in-text citations following APA guidelines.

**Theoretical Framework**

The theoretical framework is the conceptual base that bridges your problem and argument. It is core evidence for your claim/your argument. If a reader were to respond to your argument with the question, “Why should I believe that?”, your theoretical framework is the answer. It is the theory of your argument. This information is the material that undergirds and provides evidentiary support for your argument. Literature citations are essential. Remember to include in-text citations following APA guidelines.

**Conclusion**

Present a brief summary of the key points included in the paper. Close out with a final “sell” of your argument and a reiteration of why what you are proposing is necessary and essential.

**References**

Your references should begin on a new page separate from the text of the paper. References,

according to APA Styling, should have a “hanging indentation”.

This is to say that all lines following the first line should be indented within the entry. All

References should be listed in alphabetical order.