

# BACK TO BASICS – GRAMMAR FOCUS IN TEACHING BUSINESS NEGOTIATIONS

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**Abstract:** Negotiations are generally acknowledged as a phenomenon pertaining to all aspects of life. Whether in relation to power and persuasion, to culture and non-verbal communication, falling into various categories, depending on their nature or purpose, negotiations will probably never cease to be a core topic in any Business Communication curriculum. Nonetheless, grammar focus has been rather overshadowed by LSP specialists' growing interest in fluency, culture and emotional intelligence-related aspects. The aim of this paper is to mark a return to the importance of grammar in teaching negotiation skills by identifying some means to integrate it within the curriculum and to ensure its successful acquisition among business students.

**Key words:** LSP; communication; linguistics; curriculum

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