# Student C: Observer

- Clearly outlining their positions: yes ☐ no ☐
- Showing that they are listening: yes ☐ occasionally ☐ no ☐
- Asking (open) questions: yes ☐ occasionally ☐ no ☐
- Making offers/compromises: yes ☐ no ☐
- Using pauses: yes ☐ occasionally ☐ no ☐
- Talking over each other: yes ☐ occasionally ☐ no ☐
- Body language: open ☐ closed ☐ controlled ☐
- Facial expression: friendly ☐ critical ☐ neutral ☐

**Language used that helped the negotiation to succeed:**