Based on your examination, comment on ::

1. What is Swathi’s objective in this dealing? What is Mohan’s objective in this dealing? What is the difference?

2. How will this impact
   (a) their business relationships?
   (b) the sustainability of their business?

Who is a Entrepreneur at work? Why?
Swathi, an entrepreneur –

I must negotiate hard, to ensure our profits are maximized.

Mohan, a businessman with his partners –

I’ve made a proposal that will ensure we make a lot of profit...

Make sure all parties are satisfied with the deal – even if it means reducing our profits a little. Only then will it lead to a long working relationship.