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## negotiator, *n.*

**Pronunciation:** Brit. /nɪ'gəʊʃɪeɪtə/, /nɪ'gəʊsɪeɪtə/,

U.S. /nə'gouʃi,eɪdər/, /nə'gousi,eɪdər/

**Forms:** 15–18 **negociator**, 16 **negociatour**, 16– **negotiator**.

**Frequency (in current use):**

**Origin:** A borrowing from Latin. **Etymon:** Latin *negōtiātor*.

**Etymology:** < classical Latin *negōtiātor* trader, businessman < *negōtiāt-*, past participial stem of *negōtiārī* (see NEGOTIATE *v.*) + *-or* -OR suffix. With the sense development compare Middle French, French *négociateur* (1370 in sense 'merchant', 1391 in sense 'administrator'; also attested as *negotiaceur* one who negotiates affairs (1681) and NEGOTIATE *v.*

†1. A trader, a businessman. *Obs.*

1596 W. WARNER *Albions Eng.* (rev. ed.) XII. lxxi. 296 Yeat still to gratefull Eares may those  
Negotiators sound.

1598 J. FLORIO *Worlde of Wordes* A dealer in business affaires, a negociator, an agent, a dealer.

1622 J. MABBE tr. M. Alemán *Rogue* I. 209 Those great Dealers and Negotiators of Genoa.

2. A person who carries on negotiations. Also *fig.*

1609 H. WOTTON *Let.* June in L. P. Smith *Life & Lett. Sir H. Wotton* (1907) I. 456 Let him prepare the way against my coming in any of these courts through which he passeth, being a very faithful and zealous negotiator.

1610 in R. F. Williams *Birch's Court & Times James I* (1848) (modernized text) I. 120 The same diligence may be expected of a new negociator.

c1650 J. ROW & J. ROW *Hist. Kirk Scotl.* (1842) 149 That Bruce is a negotiator in Spaine with the King, and in the Low Countreys with the Duke of Parme.

1654 R. WHITLOCK *Zootopia* 319 Hee of any deserveth it, among the Negotiatours for Destruction.

1702 *Eng. Theophrastus* 132 The dislike we commonly have of negotiators (or arbitrators) arises from their being generally apt to sacrifice all the interest of their friends.

1743 R. BLAIR *Grave* 27 Here lie abash'd The great Negotiators of the Earth.

1791 J. MACKINTOSH *Vindiciæ Gallicæ* ii. 129 The lawyers of Boston, and the planters of Virginia, were transformed into ministers and negociators.

1849 MACAULAY *Hist. Eng.* I. ii. 254 Negotiator and courtier as he was, he never learned the art of..concealing his emotions.

1884 W. J. COURTHOPE *Addison* viii. 146 The alleged sacrifice of British interests through the incompetence or corruption of the negotiators.

1910 *Encycl. Brit.* I. 176/2 Eventually the American negotiators were able to secure a peculiarly

favourable treaty.

- 1937 J. MARQUAND *Thank you, Mr. Moto* xx. 162 I once had possessed the reputation of being a good negotiator, and of having a facile way of reconciling disputes between contending parties.
- 1986 M. FOOT *Loyalists & Loners* 38 But Jennie quickly proved herself an excellent administrator, a good negotiator, a skilled operator of the Whitehall machine.
- 2000 *Independent* 12 Apr. I. 3/2 US negotiators suspect there will be further delays.

### 3. Law. A person who negotiates bills, loans, etc.

- 1682 J. SCARLETT *Stile of Exchanges* 55 The Redrawer or the Negotiator of a Bill, does not make a new Bill, but endorseth the old.
- 1766 W. BLACKSTONE *Comm. Laws Eng.* II. xxx. 467 The third person, or negotiator, to whom it is payable..is called the payee.
- 1809 R. LANGFORD *Introd. Trade* 16 There are other persons occasionally concerned in a Bill of Exchange, such as the Seller or Negotiator.
- 1861 M. PATTISON in *Westm. Rev.* 19 411 The Germans began to supplant the Jews and Lombards as negotiators of loans to the Crown.
- 1987 R. ELLMANN *Oscar Wilde* iii. 53 Much of his work deals with the sale of souls, the attempt to repurchase them, and the states of the negotiators' minds.

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