

Negotiation

Relationships, Module 4



AGENDA



1. Brainstorm: What do you think the biggest challenge is when you're negotiating with someone? What gets in the way of getting what you want?



2. Working with a partner, use the 4 Steps to Getting a Good Deal to negotiate: You and your friends have been talking about having a party that you'd like to have on the weekend. You need to get your parents permission to have the party in the backyard.



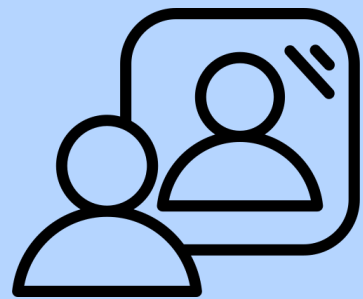
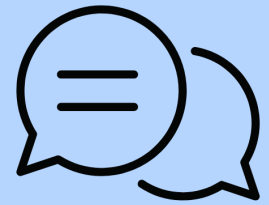
3. Reflect: How might you use the 4 Steps to Getting a Good Deal in your future negotiations? Think about a negotiation that you have had recently or have coming up and make some notes for yourself.



BRAINSTORM



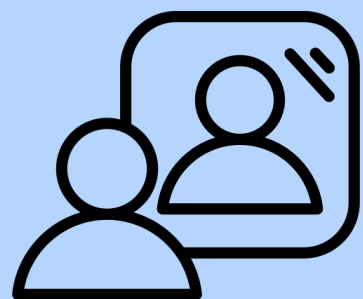
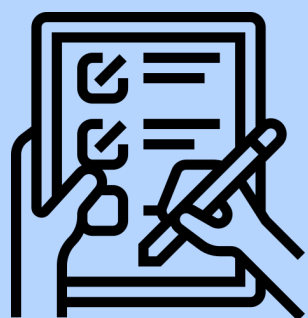
What do you think the biggest challenge is when you're negotiating with someone? What gets in the way of getting what you want?



DISCUSS

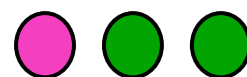
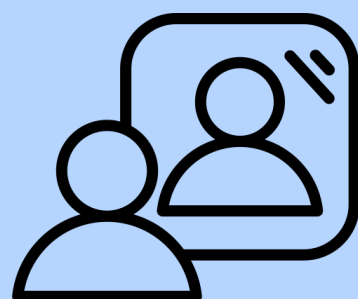


Share your responses from the Brainstorm section.



DIVE IN





DIVE IN



4 Steps for Getting a Good Deal

1 – Plan

Can I have influence over the outcome, so that I'm better off than without negotiation?

2 – Prepare

- a. What are MY interests?
 - i. What happens if the negotiation fails? What are my alternatives?
 - ii. What is our "reservation price"? What is the point that we will walk away from the negotiation and choose to go with our alternative?
 - iii. What is our aspiration? What is the optimistic outcome of our negotiation?
- b. What are the interests of the other party?

3 – Ask

You have information that the other party doesn't have and they have information that you don't have. The magic happens when you come together to share your perspectives.

4 – Chunk

Chunk the issues together. Don't negotiate issue by issue! Not all issues are equal. You might care about some things more than others. If you negotiate each issue at a time, you can find yourself feeling like "well, I should win this issue because you won the last issue." Rather, think about putting together a proposal with ideas that reflect each side's contributions.



ACTIVITY



Working with a partner, use the 4 Steps to Getting a Good Deal to negotiate: You and your friends have been talking about having a party that you'd like to have on the weekend. You need to get your parents permission to have the party in the backyard.



Worksheet

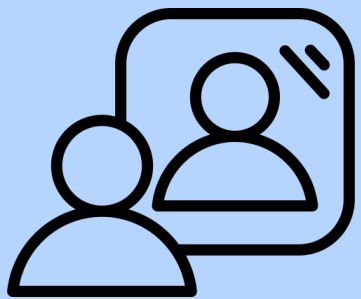
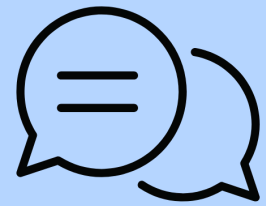
Name: _____

Date: _____

Negotiation

You and your friends have been talking about having a party. You'd like to have the party on the weekend. You need to get your parents permission to have the party in the backyard (basement or wherever there is some space to have friends over).

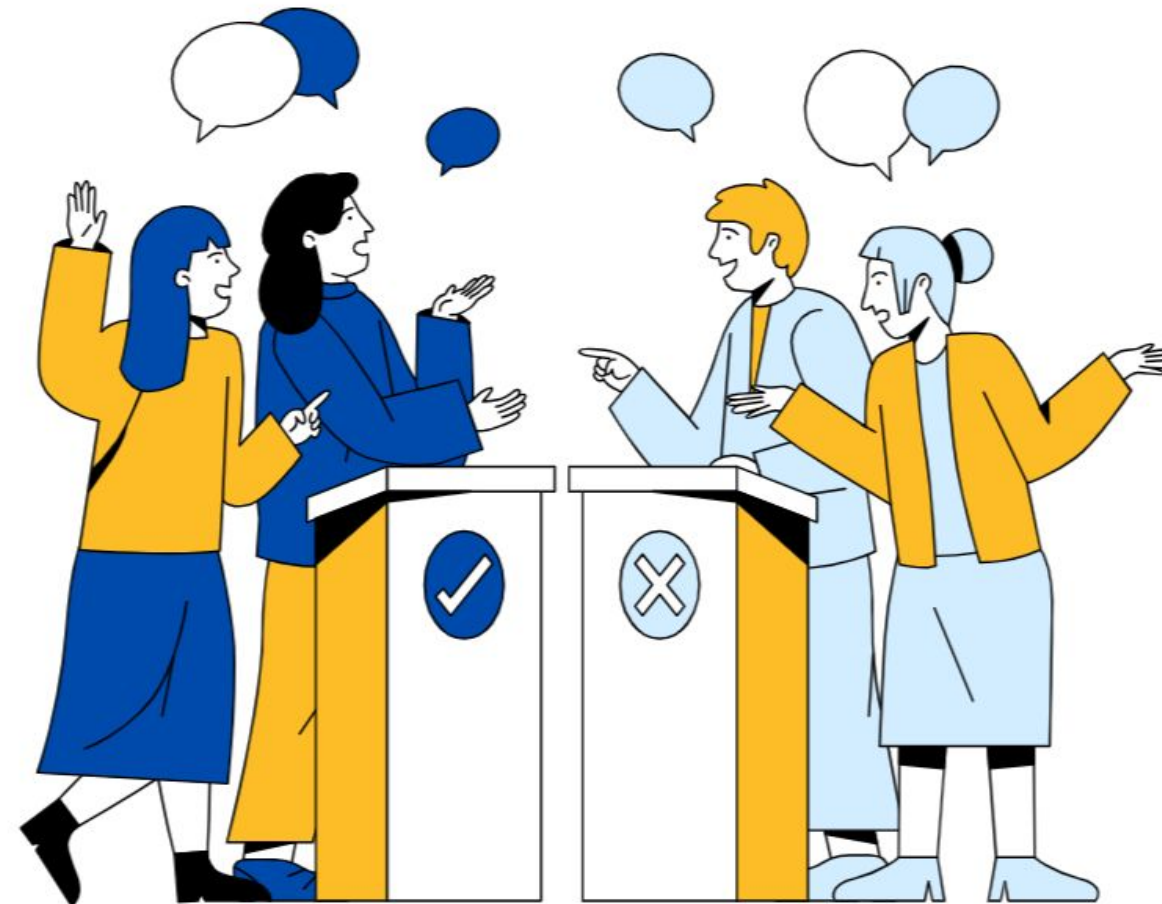
1. **PLAN** - can I have influence over the outcome, so that I'm better off than without negotiation?
2. **PREPARE**
 - a. What are MY interests?
 - i. What happens if the negotiation fails? What are my alternatives?
 - ii. What is our "reservation price"? What is the point that we will walk away from the negotiation and choose to go with our alternative?
 - iii. What is our aspiration? What is the optimistic outcome of our negotiation?
 - b. What are the interests of the other party?
3. **ASK** -
4. **CHUNK** the issues together. (what are the issues? Group problems/solutions together)



REFLECT



How might you use the 4 Steps to Getting a Good Deal in your future negotiations? Think about a negotiation that you have had recently or have coming up and make some notes for yourself.





Extend & Enrich

Have students role play negotiating the practice scenario and add to their planning sheet.
Write down any insights.



Home Connection



High School

Worksheet

Name: _____

Date: _____

Negotiation

You and your friends have been talking about having a party. You'd like to have the party on the weekend. You need to get your parents permission to have the party in the backyard (basement or wherever there is some space to have friends over).

- 1. *PLAN* - can I have influence over the outcome, so that I'm better off than without negotiation?
- 2. *PREPARE*
 - a. What are MY interests?
 - i. What happens if the negotiation fails? What are my alternatives?
 - ii. What is our "reservation price"? What is the point that we will walk away from the negotiation and choose to go with our alternative?
 - iii. What is our aspiration? What is the optimistic outcome of our negotiation?
 - b. What are the interests of the other party?
- 3. *ASK* -
- 4. *CHUNK* the issues together. (what are the issues? Group problems/solutions together)



Professional Development



Take 5 minutes to consider: When negotiating for yourself, what part of the negotiation process do you think you might neglect? Where are your negotiation strengths?





Further Study

- 5 Steps to Master the Art of Negotiating
<https://www.entrepreneur.com/article/253074>
- Emotion and the Art of Negotiation
<https://hbr.org/2015/12/emotion-and-the-art-of-negotiation>
- Margaret Neale: Negotiation: Getting What You Want
<https://youtu.be/MXFpOWDAhvM>





Lesson Complete!

