



High School

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)*
 - a.
 - b.