

The Art of Negotiation

Lesson Objective:

Students will understand the concept of negotiation and how it applies to working in groups. Students will practice negotiation skills by finding a compromise that includes different perspectives.

Students will reflect on the importance of considering others' ideas and reaching a win-win solution.

Materials Needed:



- Copy of Chapter 29, *The Art of Negotiation*
- Pencils and markers
- S.T.A.R. Strategy Poster
- Negotiation Worksheet
- Home Connection Letter

Introduction to the Topic (10 minutes)

Greeting Outline:

- Welcome the children and have them sit in a circle (if applicable)
- Begin with a brief discussion about negotiation.

Greeting and Circle Time Teacher Script

Warm Welcome and Opening Discussion:

- "Today, we're going to talk about something that helps us work well with others, negotiation. Negotiation means finding a way to solve a problem by talking it through and making sure everyone's ideas are included. We're going to read a chapter where Ollie and his friends have to negotiate their ideas to finish a project."

Discussion Starter

"What does it mean to negotiate?

Can you think of a time when you and a friend or family member had different ideas and had to compromise?

Why is it important to include others' ideas when working together? "

Read the Chapter (15 minutes)

Story Time Outline:



- Read Chapter 29 aloud. Pause at key moments to engage students and make sure they are following the story.
- Ask questions during key parts of the story.

Story Time Teacher Script:

Prepare the Students for the Story:

- "Now, let's read a chapter from Ollie's Superpower Squad where the friends have to figure out how to work together when they each have different ideas for their science project. Think about how they handle the negotiation process."
- (Read the chapter aloud, pausing at key moments to ask questions and engage the children.)

Read the Chapter with Emphasis on Key Moments:

- **While reading**, pause during key moments.
- **Ask Questions:**
 - Why is Harriet so excited about building a huge windmill?
 - What is Buzz's idea for the project?
 - Why does Sammy suggest keeping the project simple?
 - What concern does Bennie raise about their project?
 - How does Betty help the group focus on the time limit?
 - How does Ollie suggest they negotiate their different ideas?
 - What compromise does Harriet offer?
 - How does Buzz feel about adding wheels to the windmill?
 - What strengths does each friend bring to the project?
 - How does the group's negotiation help them succeed in their project?

Chapter 29: *The Art of Negotiation*

With only three days left of school, the excitement in the air was mixed with a hint of nervousness. Ollie, Harriet, Bennie, Sammy, Buzz, and Betty knew that fifth grade was just around the corner, and they wanted to make the most of their last moments in fourth grade. But before they could close out the year, they had one final group project to finish, something that would test their ability to work together and negotiate their ideas.

It was science class, and Ms. Sanchez had given the class a simple but challenging task: build a model that could demonstrate the power of wind energy. Each group was given a set of materials—cardboard, straws, tape, and paper, and they had to come up with a design that could catch the wind and power a small wheel.

The gang huddled around their materials, excited but unsure of where to start.

“This is going to be fun!” Harriet said, grabbing the paper and straws. “Let’s make a huge windmill!”

Buzz, always creative, had a different idea. “What if we design a wind-powered car? We could make it go really fast!”

Sammy, who loved to think things through, looked thoughtful. “I was thinking we could keep it simple and make a small wind turbine. That way, we can focus on making it work well.”

Bennie, ever calm, chimed in. “I like the idea of a windmill, but it’s going to be hard to get everything right with the time we have.”

Betty, always practical, spoke up. “We need to decide quickly. There’s not much time left, and we need to make sure we can build something that works.”

Ollie, who liked to plan things out, nodded. “We’re going to have to negotiate. Everyone has good ideas, but we need to figure out what will work best for all of us.”

The Negotiation Begins

As the group started discussing their ideas, they quickly realized that negotiation wasn’t going to be easy. Everyone had a different vision for the project, and they all felt strongly about their ideas.

“I still think a wind-powered car would be the coolest,” Buzz insisted. “We could make it go faster than anyone else’s!”

Harriet, who loved big projects, shook her head. “But a windmill would look awesome, and we could decorate it with cool designs.”

Sammy, ever thoughtful, raised his hand. “I think we need to focus on what’s realistic. If we try to do something too big, we might run out of time.”

Bennie, calm as always, added, “Sammy’s right. We need to think about how much time we have. If we keep it simple, we can focus on making sure it works.”

The group was stuck. Everyone had valid points, but no one was budging.

Ollie, always the planner, stepped in. “Let’s use our strengths to figure this out. We’ve worked together all year, and we’ve learned how to handle situations like this. We need to stop, think about each idea, and then decide how we can combine them.”

Using Their Strengths to Negotiate

The group decided to take a step back and use their personal strengths to negotiate a solution that worked for everyone.

Ollie, ever the organizer, suggested they make a list of the pros and cons of each idea. “That way, we can see which ideas are the most practical and which ones will be the easiest to build.”

Harriet, full of energy and creativity, came up with a compromise. “What if we make a small windmill, but we add some cool design elements to it? That way, it looks awesome, and it’s still simple enough to build.”

Buzz, who loved to think outside the box, grinned. “And we could add some wheels to it! It won’t be a car, but it’ll look like it could move. That way, we get the best of both ideas.”

Sammy, always focused on the details, agreed. “If we keep it small, we can focus on making sure the windmill actually works. We can use the straws to create the blades and the paper to catch the wind.”

Bennie, ever calm, added, “And if we stick to something simple, we won’t be rushing at the end. We’ll have time to make sure everything is stable and works properly.”

Betty, the problem-solver, smiled. “This way, everyone’s idea is included. We get a cool windmill with some fun design elements, and we’re still focused on making it work.”

Finding a Win-Win Solution

As the group worked together to combine their ideas, they realized that negotiating wasn’t about one person getting everything they wanted, it was about finding a solution that worked for everyone.

Harriet was excited that they could still decorate the windmill with her creative designs. Buzz was happy that the project would include wheels, even if it wasn’t a full car. Sammy and Bennie

were glad that the project was simple and realistic, and Ollie was pleased that they had a clear plan to follow.

As they built their windmill, the group worked together smoothly, using each person's strengths to make the project a success. Harriet focused on the creative designs, while Buzz helped with the structure. Sammy and Bennie made sure the windmill was stable and functional, and Ollie kept track of the time to make sure they stayed on schedule.

By the end of the day, their windmill was finished, and it worked perfectly. The paper blades caught the wind, spinning the small wheel at the base.

"We did it!" Harriet cheered, giving her friends high-fives.

Buzz grinned. "And it looks cool too!"

Sammy, always thoughtful, smiled. "I'm glad we figured out how to work together. It wasn't easy, but we found a way to make everyone's ideas work."

Bennie nodded. "Negotiating is all about finding a win-win solution. It's not about winning or losing, it's about making sure everyone is happy with the result."

Reflecting on the Lesson

As the group sat together under their favorite tree after school, they reflected on what they had learned about negotiating and working together.

"I didn't realize how hard it would be to negotiate," Buzz admitted. "But I'm glad we all got to add something to the project."

Harriet, always full of energy, grinned. "Yeah, and it turned out even better because we worked together. Our windmill looks awesome, and it works!"

Sammy, thoughtful as always, nodded. "I think the key was that we all listened to each other's ideas. We didn't just focus on what we wanted—we thought about what would work for everyone."

Betty, ever the problem-solver, smiled. "And that's what negotiating is about. It's not about getting everything you want, it's about making sure everyone's ideas are included."

Ollie, reflecting on the day's success, added, "We've learned so much this year, and this was a great way to finish it. We know how to work together, even when we have different ideas. Fifth grade is going to be even better."

As the sun began to set, the group felt proud of what they had accomplished, not just with their project, but with how they had learned to negotiate and work as a team.

And with only three days left of school, they knew they were ready to take on whatever challenges fifth grade would bring, knowing that with their personal strengths and their ability to negotiate, they could handle anything together.

Post-Chapter Teacher Script

- **Teacher:** “The Squad learned that negotiation is rarely easy, but with a bit of patience and stick-to-it-iveness, the outcome can be really great.”

Post-Chapter Questions

Ask these questions to help students reflect on the chapter and connect it to their own experiences:

- How did the friends feel about their different ideas at first?
- What was the hardest part of the negotiation for the group?
- How did they use their strengths to come up with a compromise?
- Why is it important to listen to everyone’s ideas during a negotiation?
- How did the group make sure everyone’s ideas were included?
- Why is negotiating about finding a win-win solution?
- How can we use negotiation skills in everyday life?
- Can you think of a time when you had to negotiate at school or at home?
- What did you learn from Ollie and his friends about teamwork and negotiation?
- How can you apply what you’ve learned about negotiation when working with others?

Do an Activity (20 minutes)

- **Students will** practice communication, collaboration, and compromise by negotiating a group decision that respects and includes diverse preferences, resulting in a shared class party plan.

Activity: Negotiation Practice (20 minutes)

Introduce Activity

“Today we’re going to work on a real-life skill that’s important in school, in friendships, and even when planning something fun—**negotiation**.”

Imagine this: You're planning a class party, but everyone has a different idea for what to do. Some want to play board games, others want to be outside, and a few would love a quiet space to read. How do you decide what to do without leaving anyone out?

That's what negotiation is all about—**listening to each other, sharing your thoughts respectfully, and working together to find a plan that includes everyone.**

I'm giving each group a *Negotiation Worksheet*. You'll use it to record everyone's ideas, your challenges, and how you compromised. Your goal is to create a win-win party plan that respects all voices."

Activity Instructions

- Each group is given the following situation: You're planning a class party, but you all have different ideas for what games to play and what snacks to have. Some of you want to play board games, some want to play sports outside, and others want to have a quiet reading time. How will you negotiate to make sure everyone's idea is considered? Complete the Negotiation Worksheet to help keep everyone on track.
- Negotiation: In groups of four, students will discuss their ideas and find a compromise that includes everyone's suggestions.
- Reflection: After the activity, each group will share their negotiation process and how they reached a win-win solution.

Wrapping it Up



Wrap Up the Lesson (5 minutes)

"Let's hear how your group worked through the negotiation.

- What were your different ideas?
- What made the discussion hard?
- What solution did you come up with that worked for everyone?

As you listen to each group, think about what made their solution inclusive and fair.”

- “You all did an amazing job using your voices, listening to others, and coming up with fair solutions. Negotiation doesn’t mean getting everything you want—it means working together so that **everyone feels respected and included.**”

Review and Reflection Teacher Script

Gather in a Circle for Reflection:



- “Let’s gather in a circle to reflect. When it’s your turn, complete this sentence:
‘One thing that helped our group work well together was...’
- You can also pass if you’d prefer to listen. This helps us learn from each other’s teamwork strategies.”

Closing

- “Whether you’re planning a party or solving a problem, the ability to talk things through and find a shared solution is one of the most valuable skills you can have.
When we listen, compromise, and include, **everyone wins.**”

Home Connection Letter

Sending Information Home:

- “Before you go, I have a letter for you to take home. We practiced real-world collaboration by working in small groups to plan a pretend class party. We used a structured negotiation process to share ideas, resolve disagreements, and find fair solutions that included everyone’s input.”
- Hand out the letters as the children prepare to leave.

Parent Letter

Sending Information Home:

- Provide each child with a letter to take home to their parents explaining the lesson.

Dear Parent(s)/Guardian(s),

Today in class, we learned about negotiation, the skill of working together to find solutions that include everyone's ideas. We read a chapter from Ollie's Superpower Squad where the characters had to negotiate their different ideas for a group project.

Your child also participated in a negotiation activity where they practiced listening to others, combining different ideas, and finding a win-win solution.

Please ask your child to share what they learned about negotiation and how they plan to use this skill when working with friends or family members.

Thank you for supporting your child's growth in learning how to work well with others.

Best Regards,

Negotiation Worksheet



Group Members: _____

Date: _____

Step 1: List Each Person's Ideas

1. _____
2. _____
3. _____
4. _____

Step 2: What are the main differences in your ideas?

Step 3: How did your group make sure everyone felt heard?

Step 4: What compromises or combined ideas did your group come up with?

Step 5: What is your final plan for the party that includes everyone?

Step 6: What did you learn about negotiating and working as a team?
