

Provide a negotiation model

Introduce students to this negotiation model and practice using it with a range of scenarios relevant to the students.

Example scenarios

- A wants to go to the beach. B wants to see a movie.
- A wants B to clean up the bedroom. B likes it the way it is.

Negotiation model

1. Preparation: Both sides decide separately on three outcomes: the best, an acceptable outcome, and the worst outcome they could accept.
2. Discussion: One side at a time describes the facts, thoughts and feelings from their perspective. Questions can be asked to clarify understanding.
3. Proposal/counter proposal: One side makes an offer or request. The other side makes a counter offer or request. Repeat this process aiming for a compromise.
4. Agreement/disagreement: If there is still disagreement, return to step 1 and repeat.

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