

Negotiation & Compromise

Name: _____ Date: _____

LEARNING OBJECTIVE

The student will practice negotiation skills by working toward a compromise in a role-play scenario.

MATERIALS NEEDED

- Notebook paper
- Pencil
- A partner (family member or sibling)
- Index cards (2)

HANDS-ON ACTIVITY

1. With a partner, choose a scenario where you each want something different (example: what to watch on TV, how to split a chore, which game to play) and write each person's starting position on a separate index card.
2. Before negotiating, each person writes down privately what they actually need most versus what they'd be willing to give up.
3. Role-play the negotiation for 5 minutes, each person stating their position and listening to the other, working toward a solution both can accept.
4. Write down the final compromise you reached together on notebook paper.
5. Rate on a scale of 1-5 how satisfied each person was with the outcome, and discuss briefly why.

QUESTIONS

1. What was the scenario you negotiated, and what were the two starting positions?
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2. What compromise did you reach together?
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3. What is the difference between negotiating to 'win' and negotiating to find a fair compromise?
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4. How satisfied were you and your partner with the outcome (1-5 each), and why?
