

EDUCATOR RESOURCE—NEGOTIATION (SCENARIO B)

B) You are at a party. You have to be home soon. Your friend, who is very shy, wants you to stay another hour.

What is it you want?

- To get home at the agreed upon time

What is it they want?

- For me to stay longer

If you get what you want, what needs are fulfilled? Why do you want what you want?

- Integrity (to keep my word)
- Reliability
- Freedom (to leave when I want)

If they get what they want, what needs are fulfilled? Why do they want what they want?

- Fun
- Friendship
- Support

Complete this sentence:

I would like to leave because being reliable, keeping my word, and feeling free to come and go are important to me.

Complete this sentence:

You are saying that you want to stay at the party because feeling supported, having friends at a party, and having fun are important to you. Is that right?

List as many solutions as you can. Be creative. Don't judge whether something is good or bad just yet.

- Leaving as planned
- Leaving one hour later
- Leaving 30 minutes later
- Calling home to say I'll be late
- Calling home to say I'll be late and see if it's ok before deciding
- Asking my shy friend to walk home with me
- Introducing my shy friend to other people before I leave

Circle or check mark the solutions that satisfy at least SOME of each of your needs.

Can you combine or tweak one or more of these solutions so that it satisfies even more of both people's needs?

- Letting my friend know that I will stay if my parents are okay with it
- Calling home to see what they say
- Introducing my friend to other people before I leave either way