

## Negotiation

### Negotiation is...

- A good alternative to arguing or doing something and lying about it.
- Trying to understand the other person AND being understood by them.
- Coming up with options that meet both people's needs.
- Cooperating on a solution, not winning against the other person.
- Best when you are not stressed, distracted, or already agitated.

**Instructions: Pick one of the following scenarios then fill out the boxes on the following page.**

- A) You want to go to your friend's party but your parents are worried that kids will get out of hand.
- B) You are at a party. You have to be home soon. Your friend, who is very shy, wants you to stay another hour.
- C) You have been dating someone for 2 weeks. You want to make it official on your social media account. The person you are dating does not want their ex to find out just yet.

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What is it you want?

What is it they want?

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

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

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Complete this sentence:

I would like \_\_\_\_\_  
because \_\_\_\_\_  
are important to me.

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Complete this sentence:

You are saying that you  
want \_\_\_\_\_  
because \_\_\_\_\_  
are important to you. Is that right?

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

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

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

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