

Negotiation



Goal: Negotiation is the ability to bargain effectively and facilitate agreements. Successful negotiators possess a repertoire of strategies they draw upon whenever they are faced with an opportunity to negotiate.

Part 1: Think of a recent situation in your life in or outside of school that called for you to negotiate with someone else. What was the situation?

Negotiation Situation:

Part 2: Read the article "15 Diplomacy Strategies for Negotiations" (<https://training.simplicable.com/training/new/15-diplomacy-strategies-for-negotiations>) that presents specific strategies used by professional negotiators.

Part 3: Reflect on the negotiation situation you described above. Which of the strategies mentioned in the article did you use when you negotiated that situation? Which strategies from the article did you not use that might serve you well should the same situation present itself in the future?

Strategies I Used	Strategies I Would Try Next Time