**Negotiation**

Q. With your team members , prepare a role play for around 3-4 minutes displaying Negotiation .

1. Mother and child negotiating for completing assignments before the weekend for a fun filled evening planned .

2. Student and Teacher negotiating for speeding up the course for a PE lesson at the end .

3. Negotiating with a co passenger to shift his / her seat for your friend to sit next to you .

4. Negotiating with the school authorities to allow the students to hold the farewell at a Five star which means to increase the budget .

Assign each team one role play and while the others will make important points :

1. What do you think was the most important during the negotiation process.

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1. What do you think was lacking during the process.

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1. Any important skill you think is important for negotiation .

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1. Any other question you feel you want to ask .

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**Q. What does Planning a Negotiation involve.**

**Draw a diagram or mindmap for the above question .**

**Benefits and Weaknesses of the proposal**

Look at the example on Page 120 .

Write down possible advantages and disadvantages for both sides of accepting your proposal .

Provide Evidence also .

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**Arguments and Counter Arguments for the proposal**

******Identify key details that you think the other side may disagree with . Think about why they may be opposed to it so that you can be ready with a suitable solution .

Fill in the blanks :

1. Negotiation is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. The three main stages of negotiation are :

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1. Planning a negotiation involves :

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1. Possible outcomes involve :

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