Negotiation

Win Win Situation

***Vocabulary:***

Use your prior knowledge for the meaning of these words. Do not look them up on the internet. Simply put down what you think they mean.

Bargaining in good faith

Comprimise

Concession

Negotiation

Values

***Put on your thinking cap***: give detailed answers for the following:

1. What do these two scenarios have in common?
2. A third grader swaps a peanut butter sandwich for a granola bar and fruit yogurt at lunch.
3. World Leaders work out the complicated details of a peace settlement.
4. When negotiating, should someone win? Can everyone win equally? Is there always a winner and a loser?
5. How can your values affect negotiation?
6. How is a concession related to a compromise?

***Time to play the Negotiation Game!***