

Negotiation Skills: Classroom Lesson Plan

Lesson Topic:

Negotiation Skills

Lesson Objective:

Students will be able to work collaboratively to solve given problems and describe the negotiation skills that they used.

Materials:

- Writing utensils
- Timer, stopwatch, or another method to track time
- Projector or other method to watch the video

Advanced Preparation:

- Preview the [video](#) before sharing it with your students [2:50].

Warm-up Activity:

1. Ask, "What does the word negotiate mean?"
2. Direct students to turn and talk to a partner.
3. After a minute of discussion, bring the class back together and ask students to share their ideas.
4. Work together to come to a class definition of the term negotiate (e.g., "To bargain or come to an agreement with another person or group.")

View the Video: "Negotiation Skills"

1. Tell students they will be watching the video titled, "Negotiation Skills".
2. Explain that the video presents role models discussing the importance of negotiation skills and providing advice on how to become a strong negotiator.
3. View the video together. Invite students to formulate questions or comments about the ideas discussed in the video and to be prepared to discuss these after viewing the video.

Video Follow-up:

1. Ask students to offer their questions, comments, reactions, and responses to the video.
2. Ask, "Why might someone need to negotiate?"
3. Direct students to turn and talk to a partner. Then bring the class together to share their ideas. Ensure that scenarios or situations from all parts of life have been discussed: personal, school, future careers, etc.
4. Explain that students will have a chance to practice their negotiating skills.
5. Divide students into groups of 4-5.
6. Tell students that they will be working with their small group to agree on a single answer for each given topic. For each round they will have one minute. Groups must be prepared to present their answer as soon as time is called.
7. Give students a topic and begin the timer. Possible topics include:
 - Plan a new world.

- Create a new invention.
 - Imagine a new food.
 - Imagine how schools will be different in 500 years.
 - Create a new law or rule.
 - Write a poem about thunderstorms.
 - Write a short story about bananas.
 - Solve a common problem.
 - Create a new disease.
 - Create a tricky code.
8. When the time is up, each group must present immediately. All groups are required to present, and no one can say they “didn’t come up with anything.” *Note that students will likely feel frustrated during the first few rounds because they haven’t learned how to work quickly with their group yet. As the rounds progress, students will begin to understand how to negotiate more quickly with their teammates.*
9. After students have finished presenting, immediately give the groups another topic and begin the timer again. Repeat Steps 6-8 as many times as desired.
10. As time allows, the groups can be shuffled or the directions altered. Some possibilities include:
- Make the groups smaller or larger.
 - Move the students that tend to take the “leader” role in their group into a single group of “leaders”.
 - Limit students to speaking only one sentence at a time before allowing other students to speak.
11. Use some or all of the following questions to close the lesson:

- How did you feel during the first round? The second round? The last round?
 - Did the rounds get easier or harder? Why do you think that?
 - Was it easier to come to an agreement in a smaller group or a larger group? Why?
 - What went well? What could have gone better?
 - What did you learn about negotiating during this activity? How could you apply these tips to negotiations in your own life?
12. End by reminding students that negotiation skills are useful in all parts of life. Having strong negotiation skills can help you reach your goals by promoting healthy conflict resolution and building strong communication skills.

Activity adapted from: <https://www.theatrefolk.com/blog/collaboration-games-the-negotiation>



Extension Activities:

1. Use the "Related Questions to Explore" as discussion springboards or writing prompts to help students further explore negotiation skills.

Related Questions to Explore:

- Why is it important to have strong negotiation skills?
- How might negotiation skills help you in school? At home? In your future career?
- Do you think you can be a good <teacher, scientist, principal, CEO, etc.> without having strong negotiation skills? Why or why not?
- How have you used negotiation skills recently? What happened?
- Are there any situations where it might be a bad idea to negotiate? Why or why not?



Ideas for Future Lessons/Activities Related to Negotiation Skills:

1. Negotiation Careers: Contract Specialist, Hostage Negotiator, Lawyer, and More!
2. How to Plan for a Successful Negotiation: Negotiation Planning 101
3. Historical Connection: Focus on Famous Historical Negotiations
4. Negotiating Today: Current Events and Negotiations
5. Conducting and Recording Interviews about Negotiating in the Workplace with Real Life Inspiring Women
6. Making Negotiation Personal: Challenging Scenarios for Students to Discuss and Roleplay
7. The Science of Negotiation: What We Can Learn from Psychology
8. Cross-Cultural Connection: How Does Negotiation Look and Sound in Other Countries?