



Name:

Date:

Negotiation Skills: Independent Learning Guide

The role models in the video "Negotiation Skills" discuss the importance of negotiation. They share strategies that have worked for them and advice on becoming a strong negotiator including tips on skills you can start improving today.

Watch the video "[Negotiation Skills](#)" at least once. Then read each statement below. Think carefully about each question before you answer it.

1. One of the most important skillsets you can develop is negotiation skills.

How can becoming a strong negotiator help you in your personal life? What about at school? Do you think being a good negotiator will be helpful in your future career? Why or why not?

2. One role model told us that to be a good negotiator in the future you should study hard, read lots, and work on increasing your vocabulary.

How do you think focusing on each of these areas now will help you become a strong negotiator in the future?

3. Three great pieces of advice that the role models shared were to "know your facts," "speak your truth," and "be as direct as possible."

Why are these such important pieces of advice for negotiations? What might happen if you came into a negotiation without knowing "your facts"? What about if you didn't "speak your truth"?

4. Listeners learned that establishing a win-win situation is a great strategy when negotiating.

What is a win-win situation? How can establishing a win-win situation help a negotiation go more smoothly? Can you think of a time in your life that you tried to establish a win-win situation while negotiating? Describe the situation.

5. Often, during negotiations, you will need to build alliances and look to others to create a coalition. Successful negotiators know that negotiating is more of a team sport than a battle.

Why do you think it is helpful to build alliances or relationships built on shared interests? What might you do to try to find common ground with others when negotiating?



6. One role model said, "Aim for the stars, you'll at least reach the treetops."

What do you think she meant? How does it relate to negotiation? How might this advice apply to other parts of your life?
