GIRLS ARISE
Working Together for a Better Future

Negotiation Curriculum

Kathleen McGinn, Corinne Low, and Nava Ashraf
Appendix II: Me, You, Together, Build

These hand motions should be used throughout the course in a continuous motion, moving fluidly from the starting position through each of the motions to end at “Build.”

Starting Position
This is what it looks like when people are focused on their positions – what they want

Me
I need to understand my interests – why I want something

You
I need to learn about your interests - why you want something

Together
If we discuss our interests, we can find ways they overlap

Build
As we work together, we can build win-win solutions
(Move arms up as you make this motion to signal growth)