What is Negotiation? Examples  

- We have discussed that one way to reach solutions to our problems is by talking and working with other people to find a solution together. We call this a “negotiation.”
- Let’s try to define negotiation in a way that we all understand.
- Negotiation is talking and working with other people to find solutions to problems together.
- Arguments and disagreements happen when two people each want something different. If they did not want different things, they could just agree, and there would be no need for a discussion.
- Negotiation can happen when two people seem to want different things, and yet they want to work together.

(Have the class repeat after you. You say: “Negotiation can happen when” and one side of the class says, “two people seem to want different things,” and then you say, “and yet” and the other side of the class says, “they want to work together!”)

- Negotiation is not about arguing with or convincing the other person. Instead, negotiation is a method of working together with the other person to solve a problem, and to get both people what they need.
- Because negotiation is about solving both people’s problems, you can use negotiation to work with people even when you feel you cannot “talk back” to them, like your parents or teachers.
Examples: Negotiation

Materials needed: Flipchart 1 from Appendix I

- Let’s go through some examples where two people are trying to work together, but seem to want different things.

- **Example 1:** You have to work on homework with a friend, but your mom is making you watch your little brother.
  - Who are the people involved in this negotiation?
    - *My mother and me.*
  - What do you and your mother seem to want that is different? *(Let students answer.)*
    - *My mother wants me to babysit, and I want to work on my project.*
    - *I want to do something different with my time than what she wants.*
  - Why do you want to work together with your mother? *(Let students answer.)*
    - *It’s my mother, so I cannot just do what I want—I have to listen to her.*
    - *My mother cares about me, so she wants what is best for me.*
    - *We are family.*

- **Example 2:** Your boyfriend wants to meet up for a walk after dark, but you do not like going out in the compound at night.
  - Who are the people involved in this negotiation?
    - *My boyfriend and me*
  - What do you seem to want that is different? *(Let students answer.)*
    - *He wants to go for a walk at night, and I would rather meet in the daytime or tomorrow.*

**Takeaway:** *(have students repeat after you)*

- When two people seem to want different things, and yet they also want to work together, they can use negotiation to solve problems together.