Review of Day 1

(For the first few minutes of this session, one coach will begin reviewing the key concepts you covered yesterday while the other coach quickly reads through the students’ journals to find examples that help reinforce those concepts. When you find an example that fits in, you should quietly approach the girl who wrote it and ask her permission to read it to the rest of the group.)

➤ Remember yesterday when we told you that we were going to use your journal entries in our discussions? As you get settled in your seat please pass your journals to me. My co-coach is going to read through them and we can share some of your examples. Thank you!

➤ Let’s talk about a few things we learned yesterday. Do you remember what a “win-win” solution is?

✔ When people both get what they want.

✔ People working together to solve a problem so they both get what they want.

➤ Great. Win-win is when negotiation helps both people to win by meeting their interests.

➤ Do you remember how we can find win-win solutions? (If you need to prompt them, you could ask, “Can we get win-win solutions by making demands?”)

✔ We need to talk about our interests, not positions

✔ We don’t need to compete with each other – it’s better to work together.

➤ Yes, if we’re going to find a win-win solution to a problem, we need to think about interests (what people really care about and why) and not their positions (what they are demanding or asking for). We also learned that by cooperating rather than competing with others, both parties may reach their desired outcome.

➤ My co-coach will now read a few stories that you wrote in your journals. (At this point the coach who has been reviewing the journals can read an example or two that helps reinforce the main ideas. Allow some time for the students to talk about their thoughts, including actual or potential negotiations they observed since the last session. You can ask other students to give examples from their journals as well. When the discussion is over, if possible, offer a sticker or piece of candy to the students who read from their journals). Return the journals back to the students at this point.
Thank you for writing about such good examples in your journals. We will do this at the beginning of every day so please be sure to look for good examples of negotiation between our sessions together!

Please open your journals to the first page. Do you remember the four steps of negotiation we talked about yesterday? (Encourage the students to respond before you give the answer. Make sure you do the hand motions described in Appendix II as they go through the four steps.):

- Me
- You
- Together
- Build

Let’s all say them together and use the hand motions. (Repeat the steps with hand motions, so the students can do the motions as well.)

Today we are going to learn about the first step—“Me.”

(Use your hand motions—two fists hitting against each other, then one pulling back and opening up—to illustrate this point.) Remember how we learned that positions are like two fists, and to have a good negotiation we need to find the interests underneath? The “Me” step is about opening up your own fist, to find and understand your interests.