Review: “Me” 5 min

- OK, let’s review what we learned today. Everyone, take out your journals. (Put up flipchart 6 (from Appendix I) with the picture of the page, and fill in as you go through the points below.)

- Today, we learned the first step of negotiation: “Me.” Our goal in negotiation is to go from two fists hitting each other to two hands forming a win-win agreement. The first step toward doing that is to open up our own fist to find our interests. (Use hand motions, first two fists, then one hand opening up.)

- Now we can fill in the two points under “Me” on our journals. The first part of “Me” is “Understand my own interests.”

- Once we see our interests, we can find other ways of meeting them if negotiation fails—we call this our other option. The second part of “Me” is “Know my other options.”

- If agreeing to what the other person is asking for in the negotiation would go against our values or safety, we need to walk away from the negotiation. In this case, we can use our other option. But, in most cases, we want to try negotiating before we walk away, so please write “Walk away” down here at the bottom of the diagram.

- We also learned that we can control our emotions if we “Take 5” when we are starting to get upset. We can “Take 5” any time we are negotiating, so you should write “Take 5” over here along the side.
Now that you have one step filled in on your journals, you are ready to start using them. Between now and the next time we meet, carry your journals with you, and try to apply the concepts of “Understanding your own interests” and “Knowing your other option” to your everyday life.

When you find yourself asking for something, or arguing with someone, ask yourself what you really want and why—that is understanding your own interests. *(Use hand motions to reinforce – two fists bumping when you talk about arguing, then open one hand to demonstrate understanding your own interests.)*

When you find yourself feeling trapped or frustrated by trying to get something you want, ask yourself what else you could do to get what you need instead—that is knowing your other options.

Write about what you experience and examples of negotiation that you see in your journal.

Tomorrow we will move forward and learn the second step of negotiation—you. That is, we will learn about understanding and appreciating the other person in the negotiation.