Choose the Approach  
20 min

- Sometimes, just expressing your own interests instead of stating a position will be enough to get the other person to open up somewhat.
- Remember the Hope & Mary role-play from yesterday—just by telling your friend you missed her, she already became more open and ready to talk. Why do you think this works?
  - Because we might have things in common, like Hope and Mary both missed each other.
  - That helps show the other person you care, and you want to work together.
- But sometimes it takes more than that. What are some ways you get people to soften a bit?
  - Telling them how you feel rather than making demands.
  - Using a respectful tone of voice.
- Great—how you approach the person can make all the difference between a good or bad negotiation. If I go up to someone and say “Give me this!” or “Tell me why you did that!” how do you think they will respond? (You can help them make the connection to the fist signal as well by asking— “will they make their fist tighter or will they open their fist?”)
  - They will get angry
  - They will respond in the same way – like the tight fist
- Great. If you walk in already feeling upset with the person or assuming they will be difficult, the negotiation might go badly.
- So, you need to put yourself in a mindset of working together with the other person. This will cause you to approach them in a gentler way—not to walk in demanding things.
- So, the first part of “You” is to “Choose the approach.” Everyone say that with me: “Choose the approach.” (Have them repeat it.)
- What kind of things should we think about when we choose the approach in our negotiation? (Let students brainstorm a bit.)
  - Our tone of voice
  - Speaking respectfully
  - Asking them how they are doing
  - Think about whether it is a good time for them to talk
How should we approach someone who is older or very busy? Should we approach them when they are in the middle of doing something else?

- No. They will be distracted or too busy.

Great. If someone has had a hard day, is tired, or is in a bad mood, it is not a good time to talk about something.

How can we approach people so they know we are being polite and respectful, particularly if they are older? (You can ask them if they know ways of doing this if they have a hard time answering.)

What else can you do to set a helpful tone? Let’s say you are asking for something from your parent or guardian and you have chores to do. What could you do?

- Do your chores before you talk to them
- Do extra chores; do homework or help the teacher clean the classroom before you ask for something.

Another way to make sure we take a softer approach is to focus on the reasons we want to work together with the other person. Remember we said that negotiation happens when people might want different things, and yet also want to work together?

To focus on your reason to work with the other person, you can think about some of the good things that person has done for you, or the ways they have supported you before.

Let’s try this for a minute. We’ve probably all had arguments with our parents or guardians before, right? (They will probably laugh.) Can you think of a time when your parent or guardian has really annoyed you? Does anyone feel annoyed or stressed even just thinking about this? (Prompt them to reflect on how they feel.)

Ok, now can you think of something they did that was really supportive or helpful for you? (Allow them to sit for a few seconds to reflect on this.)

If you were annoyed before, did any of that go away when you thought about a nice thing they did? How do you feel now? (Allow them time to discuss this. Encourage them to give examples of something that someone did to support them.)

Thinking about good things the other person has done helps you be more genuine with them. That’s better than being “fake nice” just because you want something. Have you ever felt someone was being “fake nice” to you or trying to “butter you up?”
How did that make you feel? Did you want to help them?

No

That is why it helps to think about good things the other person has done so you can be more genuine with them. It will also help you push away negative views about the other person, like “he will just say no.”

Trying to think of the positive in the other person does not mean that your own interests are unimportant. But it does mean that you can approach the situation as two people working together, and not as you against the other person. If they have helped you before, they might be willing to help you now!

So what did we learn about choosing the way we approach the other party?

(Helper answer and keep prompting them until they cover all of these tips for approaches.)

- We need to pick a good time;
- We should act respectfully;
- We should make sure we have done our duties first;
- We need to try to understand the other person’s point of view; and
- Try to keep in mind and appreciate the good things that person has done for us.

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

- Thinking about the other person’s point of view and what they have already done for you may help the other person open up in the negotiation.