Review: “You” 5 min

- Let’s wrap up what we have learned today. Can everyone take out their journals?
- Today we learned the second step, “You.” This step is about how you can help the other person to open up in a negotiation. *(Do the hand motion of a fist opening up.)*
- To do this, you first “Choose the approach”—you decide when and how to approach them, and make sure to do it with respect. You can prepare by thinking about the reason you have to work together with the other person, or the existing relationship and the good things they have done for you.
- We then use open or indirect questions to discover their interests.
- The key thing during this step is not to assume you already understand the other person. You have to honestly want to find out about their interests and think about what they tell you. That will show that you understand and will help them be more willing to open up and work with you.
- If needed, you step to their side to diffuse anger or frustration. Just like “Take 5,” stepping to the other person’s side can be used at any point during the negotiation, which is why it is on the side *(point to Flipchart 11 from Appendix I, see below).*
- Before our next session, try to apply the skills of “Choose the approach” and “Discover their interests.” Try to practice finding a good time to ask people things, and thinking about the good things they have done for you. When you need to find something out, try using open or indirect questions and showing that you are listening to the other person. And, when someone gets angry, try out “Stepping to their side” and see how it works.
- Please write about these experiences in your journal to share tomorrow.
1. **Me**
   a. Understand own interests
   b. Know other option

2. **You**
   a. Choose the approach
   b. Discover their interests

3. **Together**
   a.
   b.

4. **Build**
   a.
   b.

→ **Walk away as needed**