Review of Day 3

(For the first few minutes of this review, 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 used your journal entries in our discussions? We’re going to do that again today so please pass your journals to me as you sit down. My co-coach is going to read through them and we can share some of your examples. Thank you!

- So what did we learn about “You” yesterday?
  - We need to learn about the other person’s interests.

- Can anyone remind us of how to do that? (You can prompt them with questions such as “What kinds of questions help us learn about their interests?” “Does it matter how we approach the other person?” “What can we do if they seem upset?”)
  - First we “choose the approach” or decide when and how to approach them.
  - Then we use open or indirect questions to “discover their interests.”
  - If needed, we can “step to their side” to diffuse anger or frustration.

- Those are good reminders. In the last session we learned to approach and understand the other person we are negotiating with. 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 those examples! We’ll do this again tomorrow so please keep writing down good examples in your journals.

- So far, we have learned to understand our own interests and to find out the other person’s interests. Our hands are now open like this (show open hands), instead of closed like fists (show fists).
➢ To begin to build a solution, you have to find ways to bring yourself and the other person closer together, even if it seems like you do not have very much in common.

➢ Remember on the first day, when we learned that negotiation can happen whenever two people seem to want different things, and yet also want to work together?

➢ To move together in a negotiation, we use finding out about interests to show that what the two people want may not be completely different. We also focus on the reasons to work together that were always there.

➢ This is like looking for overlap between interests and finding ways to bring our separate interests together.

(Show hand motions from Appendix II of opening one fist first, then the other, then bringing your fingers together overlapping to demonstrate the “Together” motion.)