Let’s go back to the Esther & Cecilia role-play. What was the main roadblock in the way of agreement in their case? (If you need to prompt them, you could ask “What were the reasons Esther was spending time with the bad crowd?”)

- Esther’s need to earn money.

Great. Let’s brainstorm some ideas for an agreement. Remember to keep the interests of each person in mind, and think about how to move the roadblock.

(Note to coaches: accept all potential solutions to illustrate brainstorming. After a number of solutions have been suggested, highlight the two below as particularly meeting the interests of both parties.)

- Cecilia could help Esther get a job so she could have extra money.
- Esther and Cecilia could find a group of friends they both like.

My fellow coach and I are going to role play Esther and Cecilia quickly, to show some ways to keep the brainstorming going, even if your partner seems to want to say “no” to your ideas. (Coaches take on the roles of Esther and Cecilia.)
OK, so now that you have heard our example of how to keep the ideas going, I want you to try. I am going to play Esther, and some of you will play Cecilia. You need to try to brainstorm, even if I make it difficult!

(Call on a few students and have them play Cecilia, one by one. Let each Cecilia try to brainstorm with you, with you responding negatively at first, but eventually agreeing to brainstorm if they follow the above example. Let several girls try until one follows the example well and the point is driven home. The coach playing Esther can then agree with the girls on an agreement that meets both Cecilia & Esther’s interests)

- Now, why do you think we chose to brainstorm here about finding Esther a job?
  - Because that removes the roadblock.
  - Because it meets Esther’s interest.

- Yes, we brainstormed about the job because we needed to brainstorm solutions that met Esther’s interests and removed the roadblock of her needing money.
If you find out the other person’s interests and think about ways to meet them through a solution that also meets your interests, you will not need to argue because both people will want to agree to this win-win solution.

We call this part of the “Build” step brainstorming past roadblocks, because we are brainstorming ideas that get us past roadblocks and let us form an agreement.

Once you find common ground, and recognize roadblocks in the “Together” step, brainstorming is what helps you to move those roadblocks, so they do not keep you from a win-win solution.

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

When you brainstorm ideas that meet your partners’ interests, then there is no need to argue with the other person. They will want to agree, because their interests are being met through that solution.