Review: “Together” & Build  
5 min

- Let’s wrap up what we learned today. Can everyone get their journals out? What steps of negotiation did we learn today?
  - The “Together” step.
  - The “Build” step.

- Yes. The first part of the “Together” step is to find common ground with the other person by finding our shared interests with the other person and using our words to show how we are similar rather than showing our differences.

- The second part of “Together” is to recognize the roadblocks that are stopping the other person from agreeing with us. A roadblock is an interest that is not getting met, like the thumbs sticking out here (show hands overlapping and wiggle thumbs).

- Everyone should write “Find common ground” and “Recognize roadblocks” under “Together” on your cards.

- We also learned about the “Build” step. We learned how to brainstorm creative solutions that will help us to get past roadblocks, or things that might prevent us from agreeing. We also learned that reaching a solution with someone is like building a house together.

- Everyone write “Brainstorm past roadblocks” and “Build a house” on your cards, under “Build”. *(Turn to Flipchart 17 from Appendix I)*
1. Me
   a. Understand own interests
   b. Know other option

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

3. Together
   a. Find common ground
   b. Recognize roadblocks

4. Build
   a. Brainstorm past roadblocks
   b. Build a house

→ Walk away as needed

➢ So now we’ve learned about all our four steps of negotiation, Me – You – Together – Build.

➢ Before we meet again, I want you to think about examples of negotiations that have all 4 of the steps – me, you, together, and build. Write about your experience applying these concepts in your journals! See if you can move “together” with someone who seems like they are against you at first and “build” an agreement that meets both your interests.