Negotiating in Real Life  30 min

➢ What are some situations in which you will be able to use the skills you learned?

✔ With family members and friends; at school and at work; with strangers or in situations that make me uncomfortable or scared.

➢ We have talked about these skills in a setting where you can prepare for the negotiation and approach someone. Sometimes, however, this is not the case—sometimes negotiation comes to you.

➢ I would now like you to engage in one last activity with me. I would like you to think of some specific situations in your lives where you and your friends can use and apply what you have learned. Are there situations in your daily lives where you can use this negotiation training?

Final Discussion: Using Negotiation

➢ What are some examples you can think of where a negotiation could come to you?

Lead a discussion of how negotiation can be used for things such as staying safe or avoiding sexual relationships, staying in school, and mediating conflicts. Encourage students to think about parents, brothers and sisters, boyfriends, friends, teachers, and other community members as people they might need to negotiation with.

➢ In these situations, how do you think you can still use the tools we have learned? (Give the students time to describe some of the ways they would apply the tools in the example situations they provided. Whenever a student describes a step that fits into Me-You-Together-Build, reinforce it by naming the tool or lesson they’re applying. For example, “Yes, showing appreciation for the other person is a way to apply “You.” Or, “Good point, knowing when it makes sense to walk away is an important part of “me” and “understanding your other options.”

This final activity should last about 10 minutes.

➢ In these situations that we just discussed, where you may not have much time to prepare, it is important to remember the four steps—“Me-You-Together-Build”—and use them as you go along.
You can also “Take 5” if you need to. Ask the other person if you can answer their question or discuss the situation at a later time. Or ask to take a short walk, so you can think about what you want to say.

What else do you think we can do, all of us, to help us negotiate win-win situations in our everyday lives after we leave here? What do you think we need to do to become better negotiators?

✓ Practice.

Exactly, we need to practice, practice, practice! The more you practice, and the more you try to use these skills with your parents, brothers and sisters, other family members, friends, boyfriends, teachers, and other community members, the better you will get at it!

So we will all practice, yes?

✓ Yes.

When you do practice, you can write about it in your journal and also talk to each other about it.

These are all great ideas. Remember, it may not always be easy, but using Me-You-Together-Build to negotiate is definitely worth it.

I am now going to give you a laminated negotiation card, for you to always keep the steps of negotiation with you. Let’s review them one last time. (Hand out the laminated cards and put up the flipchart diagram. Point out each step and sub-step and ask a girl to describe it. Reinforce correct answers and restate incorrect answers. Use hand motions as they go through all of the steps.)

Sadly, our time together is coming to an end. Both (partner coach) and I have very much enjoyed spending this time with you. We appreciate the energy you have shown and your level of participation. You have been truly great partners in this learning process.

Thank you for being a great class, and good luck with your negotiations!