

Exercise 1.1 A Trip Down Memory Lane

Purpose: This exercise has two objectives. The first is to get students to broaden their view of negotiation by thinking about all the negotiations in which they have been involved – whether they realized they were negotiating or not. The second is to have students explore what has and has not worked for them in the past when they have negotiated or tried to resolve a conflict.

Procedure: Students working individually complete the worksheet identifying the characteristics of various situations where they have been successful and unsuccessful. They then look for commonalities in what worked and what didn't work for them. In small groups discuss their results. Finally the groups share their findings with the class.

Advance preparation: Although this could be completed entirely in class we recommend that students complete the worksheet outside of class to allow sufficient time to think of meaningful examples.

Estimated time: If worksheets are completed outside of class the exercise will take approximately 20-30 minutes. If worksheets are completed in class you should allow an additional 15-20 minutes.

Exercise 1.2 Mirror, Mirror on the Wall/Initial Self Evaluation

Purpose: The objective of this exercise is to have students consider and assess their existing negotiation skills and identify areas in which they need to improve.

Procedure: Students complete the questionnaire to prompt their thinking about various aspects of negotiation and conflict resolution. Next they draft a paragraph describing him/herself as a negotiator. In class, students form small groups to discuss their responses and identify commonalities and differences with others in the group. Each group then reports out to the class and responses are summarized on a white/chalk board or flip charts.

Based on feedback from others in their group students may opt to revise their paragraph. That paragraph then becomes the first response for the Initial Self Evaluation paper.

Advance preparation: Students complete the worksheet and draft their paragraph outside of class. After the in-class portion of the assignment students write their Initial Self Evaluation paper as an outside assignment.

Estimated time for the in-class activity: 20-30 minutes

Exercise 1.3 How Do Others See You as a Negotiator?

Purpose: This exercise is designed to help students gain an understanding of how they come across to others in situations where they are negotiating or involved in a conflict.

Procedure: The exercise should be introduced in class highlighting that this is simply to help students understand themselves and that there are no right or wrong answers. After the data is gathered, students break into small groups to discuss their results. The groups then report out to the class.

Advance preparation: Students conduct interviews outside of class and summarize their results.