

# Negotiation

## Lesson 6



TAKE POWER. GIVE BACK.

# Negotiation



“You always have to come from the element of 'What do you have in **common**?' first. It makes it easier to work through your **differences**.”

Nikki Haley, U.S. Ambassador to the United Nations

# What, Why, When?

## What?

"There is the path of **absolutist demands**, hateful rhetoric, and incitement to violence. That path has led, and will continue to lead, to nothing but hardship. . .Or there is the path of negotiation and **compromise**. . .That path remains open to the Palestinian leadership, if only it is **courageous** enough to take it." -Nikki Haley

## Why?

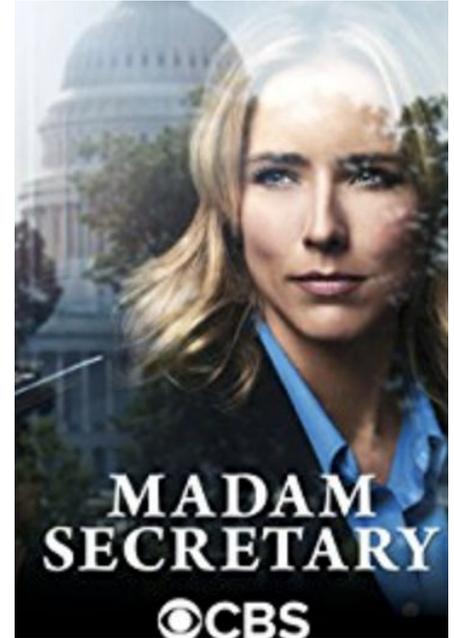
Getting people to compromise, leadership

## When?

Proposing a bill, salary negotiations, group work, finding a dinner place

# An Example

- **Thoughts** on the clip sent out earlier?
- What did each side **want**?
- Did they **get it**?
- Who **budged**?
- What did you see each side do that made them **more effective**?
- What did you see that made them **less credible**?



# Strategies



- **Confidence and Preparation**
- Know the **counterarguments**
  - What will they say?
  - How can you respond positively?
- Show them why it's a **good idea** for **both** sides
- Know your **absolutes** and your **flexibles**
- Don't see it as an **argument or fight** to "win"

# Negotiating Solutions

Negotiations are intended to **solve problems!**

You can **propose and negotiate** solutions with your:

- Family
- Teachers, School's Administration, School Board
- City Council
- Local Representatives
- National Representatives

# Proposing a Bill

**What:** Co-sponsoring a bill with your legislator! If no one (an NGO, a representative) is solving a problem you think needs to be solved, you can help solve it by proposing a bill to your legislator.

**Who:** Make sure you reach out to the legislator who specifically represents you!

**When:** Late summer/early fall!

- Make sure you don't propose a bill to a legislator who may not be serving/elected during the next legislative session!

# Proposal Email Template

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Hello,

My name is \_\_\_\_\_. I am \_\_\_\_\_ [one sentence bio about yourself w/ relevant credentials/experience]. I have noticed our community [highlight the problem you want to solve--include stories, statistics, etc.]. Here are three ways we could solve this together: [insert short descriptions of your solutions backed by research]. Would it be possible to talk with you about possible solutions? Thank you for your consideration.

Best,

[Your name]

[Your email]

[Your phone number (only if you feel comfortable giving it out)]

[Links to/PDFs of research you included]

# Role-Play

You are now the **negotiators**.

1. Your cohort is a **team!** You and your teammates will be negotiating with **another cohort's facilitator**. The next slide will describe their position.
2. You have **five minutes** to **prep** your position.
  - What should be done regarding your issue?
  - What are your absolutes/flexibles?
  - What will they say? How can you appeal to their priorities, background, etc.?
3. Another **facilitator** will be joining the call and you have to **negotiate** your issue with them. They're roleplaying the legislator you were given and you are yourselves. Go get it!

# Scenario

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**Your Position:** You are representing an NGO whose priority is getting open sexual education conversations to happen exclusively within the family.

**Legislator Background:** Rep. McCord is a 38 year old woman. She is single and was elected as a Democrat on a platform of moderate gun control laws, progressive educational reform, and police accountability. She recently sponsored a bill that would create tax cuts for businesses that are carbon neutral and was the first female CEO . She cares passionately about minority rights and does not like being expected to focus on family issues because of her gender.

# Debrief

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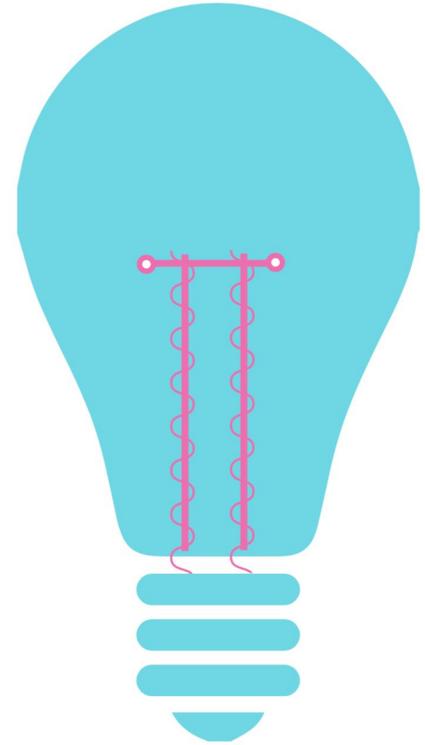
- General thoughts?
- What did your teammate do **well**? What is one thing they could **do better** next time?
- How can we **apply** these lessons to negotiating with our legislators?



# To-do's

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1. List **three problems** in your community you want to solve
2. Expand your research on one problem:
  - a. Find **three** researched **reasons why** that problem needs to be solved
  - b. Find **three** possible **solutions**
  - c. Find **three** potential **allies**
3. Watch [this](#) Ted Talk on **non-violent action!**



GIRLS  
LOBBY



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