

## **NEGOTIATION TEACHING TOOL**

**Created by Kathy Marshy**  
**kathy@badaan.com**

### **Title**

Car Sale Gone Bad

### **Brief Description**

This activity consists of dividing the students into two groups. The first group will get a role play card of the seller of the car whereas the second group will get the role play card of the buyer. These two groups have to come to an agreement about what to do with the car in question.

### **Learning Objectives**

In this activity I want students to be able to try and come to a peaceful agreement. They are to do this using negotiation skills.

### **Lead-in / Preparation**

No lead-in or preparation is needed before the activity. The students will come to class, be divided into two groups, given the role play cards and then finally doing their own negotiation.

### **Estimated Class-Time Required**

To get the students organized and for the full activity I think that 30 minutes will be enough.

### **Description of Activities**

This is a typically role. The way to run this activity is stated above. Below you find the role play card for both groups.



**NEGOTIATION TEACHING TOOL**

**Created by Kathy Marshy**

**kathy@badaan.com**

**Seller**

You have a 2015 Volkswagen Golf you are selling. You are the one who bought the car from the dealership and it has been your little baby ever since. You have taken care of it in every way possible – it is always clean, maintained on time, has had no accidents. You sell your car 10,000 shekles above what it's worth because you are the first owner of the car, it has low kilometers and it has an original sunroof. When you sold the car you completely forgot that you had hit it on the pavement a few years back and had gotten it fixed. After the sale has gone through the buyer calls you saying that your car has been in an accident, that you lied and he wants to return the car and get his money back.

**Buyer**

You have just bought a 2015 Volkswagen Golf for what you thought was a good deal. Once you purchased it you took it to get cleaned and polished. Upon doing so you were told that the car had had an accident and that it was painted in numerous places. Furious, feeling that you have been lied to, you decided to call the seller telling him that you do not want the car anymore, you want your money back plus you also want the 1,500 shekles you spent on the wash and wax.

**Assessment**

The assessment of this activity would be an in class discussion of the agreements reached by the groups. Were they able to reach an amicable agreement or not.





## NEGOTIATION TEACHING TOOL

Created by Kathy Marshy

[kathy@badaan.com](mailto:kathy@badaan.com)

### Reflection

After the activity has been completed students discuss together if they would have done anything differently. What other agreements could have reached? Was the agreement they reached the best one under the circumstances?



This tool was created by **Kathy Marshy** with PATHWAYS and is licensed under a Creative Commons Attribution-NonCommercial-ShareAlike 4.0 International License.

[www.pathwaysnegotiation.org](http://www.pathwaysnegotiation.org)