



MR. KNOW ALL – NEGOTIATING A NEW CABIN COMPANION

A negotiation teaching tool created by
Liron Katz
katz03@zahav.net.il

OBJECTIVES

1. Students will be able to understand the perspective of different characters in the story.
2. Students will be able to negotiate a cabin exchange for the narrator.
3. Students will practice their speaking skills.
4. Students will be able to prepare themselves to a negotiation by filling a table of interests (Pathways' negotiation preparation sheet).

TIME REQUIRED IN CLASSROOM

90 minutes

LEAD-IN / PREP

Link to video: <https://www.youtube.com/watch?v=l7ko1FtEKUk>

ACTIVITIES

1. Students are divided into pairs (one represents the narrator and the other represents Mr. Kelada).
2. Each student is given a scenario sheet.
3. Each student is given a negotiation preparation sheet in order to list:
 - a. Known information about the character
 - b. "why"
 - c. His/ her interests
 - d. Area of flexibility/options
 - e. Possible outcomes
4. In pairs, students will lead a negotiation over the cabin exchange.
5. Each pair will present its interests and achievements (or lack of).

VOCABULARY / GRAMMAR

agenda, interest, needs, concerns, goals, motivation, bargaining, options, agreement, cooperation, partner, achieving goals, resolution, BATNA.

ASSESSMENT

1. Each pair will submit two negotiation preparation sheets.
2. Each pair will present their characters:
 - Given information from the story
 - The character's "why"
 - The character's interests
 - The outcome of their negotiation

REFLECTION

Each student records a 2 minute reflection video about his/her experience while considering the following:

1. His/her thoughts about the topic of the activity (negotiating a cabin exchange with a character from a literary text).
2. About the preparation stage (completing a negotiation sheet)
3. His/her feelings while negotiation:
4. Was I prepared? Was I a confident negotiator? Was I satisfied with the results? Did I use the targeted vocabulary? Did this activity contribute to my negotiation skills?
5. Presenting in class: Was I confident speaking in English? Did I use the targeted vocabulary? Did it contribute to my public speaking skills?
6. What would I do differently?

* Each reflection will be sent by WhatsApp to the teacher.



This work was created by **Liron Katz** and is licensed under a Creative Commons Attribution-NonCommercial-ShareAlike 4.0 International License.

Find more educator-created teaching tools at
www.pathwaysnegotiation.org

Scenario Sheet- Mr. Know All

The character: the narrator

The narrator, an Englishman cannot stand Mr. Max Kelada. In fact, he admits that he was "prepared to dislike Max Kelada even before" [he] knew him". Therefore, the narrator asked the reception desk on the ship, to either change a cabin, or a cabin companion for the current voyage. However, since the passenger traffic in the "in the ocean-going liners was heavy" his request was politely rejected.

There are many reasons as for why the narrator approached the reception desk with his request. It is recommended to review part one and two of the story and list them all as preparation for your negotiation.

The narrator's goal is to share a cabin with what he considers a true Englishman (based on his origins as well as his behavior) who will not take over the whole cabin with his belongings.

The character: Mr. Max Kelada

Mr. Max Kelada, a British gentleman is very excited. He managed to book a cabin on the ocean-going liner, despite the fact that the passenger traffic was heavy. He is jolly glad for being given a cabin with a fellow Englishman.

He was surprised to hear that the narrator was not as pleased to share a cabin with him, and was rather insulted to hear that the narrator wants him out. He was invited to have a conversation about possible solutions.

There are many reasons as for why Mr. Kelada was insulted and for why he feels betrayed by his cabin mate. It is recommended to review part one and two of the story and list them all as preparation for your negotiation.

Mr. Kelada's goal is to stay in his current cabin and either have the cabin to himself, or to share a cabin with a British citizen who will understand his sense of humor and enjoy deep conversation about... well, everything.