

NEGOTIATION TEACHING TOOL

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Title

Skype Negotiation

Brief Description

Although the most effective negotiation is face to face, this method is not always possible. Therefore students should learn to conduct a mini-negotiation with a partner from another school via Skype.

Learning Objectives

Practice speaking on a topic/practice getting to yes/dealing with the complications of online discussions

Lead-in / Preparation

A computer lab with internet connection and Skype and headphones/the case studies for each side

Estimated Class-Time Required

45 minutes

Description of Activities

1. A time is allocated in advance to conduct these negotiations with a partner school, as are students paired up in advance.
2. Students are sent their case studies via email - School 1 receives case 1, while School 2 receives case 2. They must read them first - either individually or as a group (*10 min*).
3. Then students call up their partner from the other school to begin the negotiation (this may take a few tries, given technical difficulties and such). Students are encouraged to make a video call instead of just a regular call. Their solutions should also be documented so they can present them later to the class - in a notebook or paper (*20 min*).
4. After the allotted 20 minutes, students regroup together in the classroom for a debrief. The teacher encourages the students to share their negotiations - what did they learn from their negotiating partner that they didn't know before they started? What were the outcomes? What solutions did they reach, if any? Share them on the board together to show the different outcomes.



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Case study - Group 1: You and your friend decide to work together on a group project. This group project is worth 30% of your final grade for the subject. You both plan out exactly what each team member will contribute to the project, including setting specific dates for each milestone of the project. As an organized person, this schedule is very important for succeeding. Unfortunately your partner is not keeping up with the plan, and not doing her part. This is affecting your ability to move forward in the assignment and straining the friendship. Only 2 weeks are left until the project is due. How do you move forward?

Case study - Group 2: You and your friend decide to work together on a group project. This group project is worth 30% of your final grade for the subject. You both plan out exactly what each team member will contribute to the project, including setting specific dates for each milestone of the project. However, you have some important events to plan for your Scouts group next week that you forgot about when creating the schedule, so you are not able to put in the work as outlined. Your friend is becoming anxious about it and this seems to be straining the friendship. But the project is due in 2 weeks, leaving plenty of time to complete it. How do you move forward?

Key Vocabulary / Phrases (if applicable)

contribute, to outline, to strain a relationship, milestone, to set a date

Assessment

Besides seeing that the student in fact spoke to his partner on the topic, that they have jotted down their solutions/or reasons for not reaching a solution.

Reflection

After the session, where they heard the other solutions, they can write a reflection about if they were satisfied with their solution, and why.

