

NEGOTIATION EDUCATION TEACHERS FELLOWSHIP TEACHER WORKSHOP 1

مدرسة اكسال الثانوية
בי"ס תיכון אכסאל
Akshel High School

مدرسة اكسال الثانوية
بيس تيون اكلساك

أهلاً وسهلاً
ברוכים הבאים
Welcome



Blinking Game





Key Points to Consider

- What does “winning” mean?
- What’s the best way to achieve/get what matters to me?
 - **Compete, work alone, or cooperate?**
- Can I achieve/get more of what I care about by working together?
- How do we see the other? “Opponent” - “Counterpart” - “Partner” ?
- Who leads / sets the example?
- What is the role of non-verbal communication?
- How do we see things in new ways?
- Challenges of changing habits.

Purposes for Today

- Discover key ideas of problem-solving negotiation.
- Preview some of the concepts you'll see in student workshops.
- Prepare together for Game Changers student workshops.

- * Teacher Workshop #2 will help us focus on teaching tool creation.

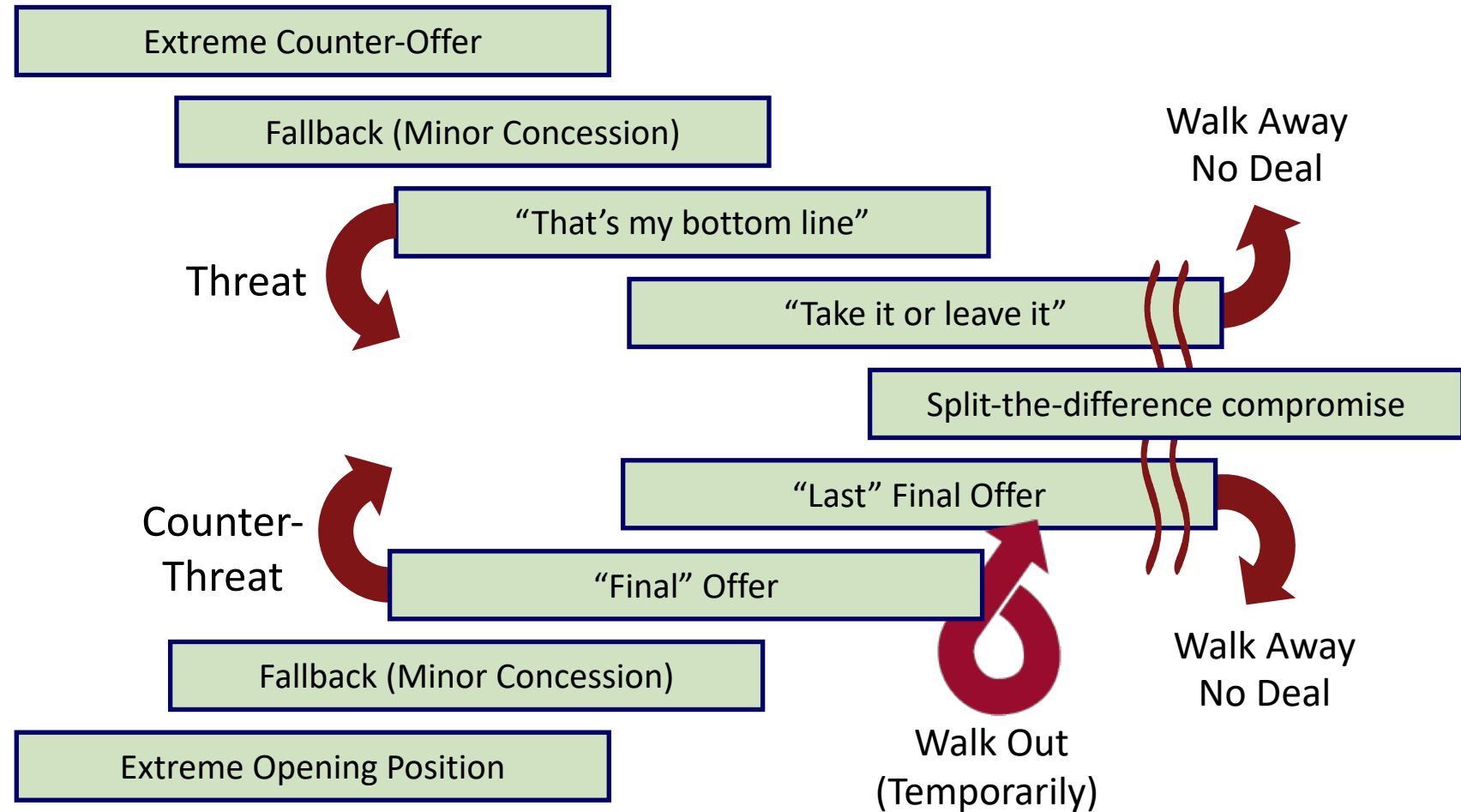
Tendley Contract

- Read information
 - Plan strategy in groups (but negotiate one-on-one)
 - Explore possible solutions
 - Be as realistic as you can
 - Time limits: 15 minutes prep, 20 minutes negotiation
-
- \$1 USD = 3.71 NIS

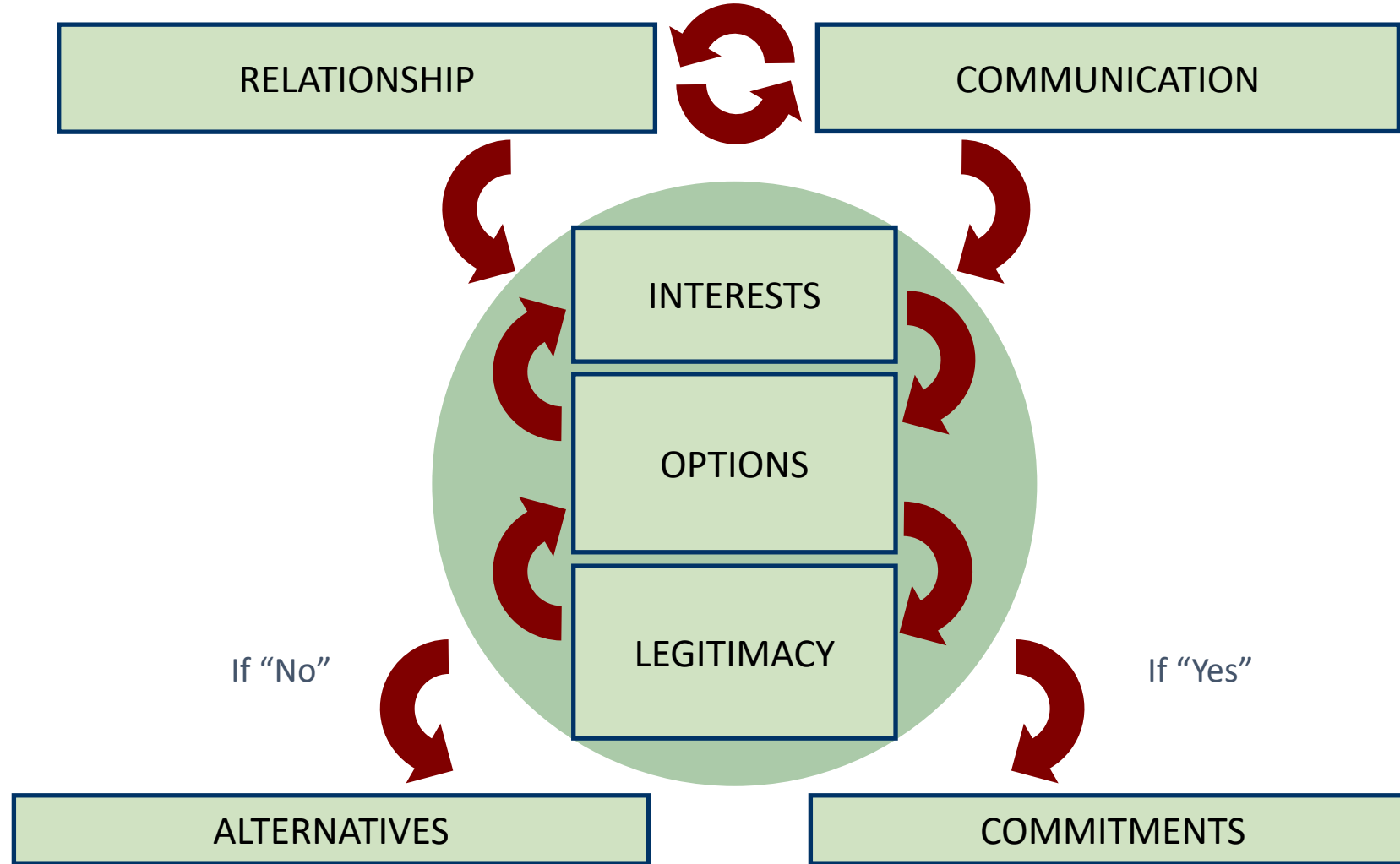
Key Lessons

- Joint problem-solving
- Know your Alternatives
- Disclose needs – prudently
- Foster mutual commitment
- Don't play the wrong game

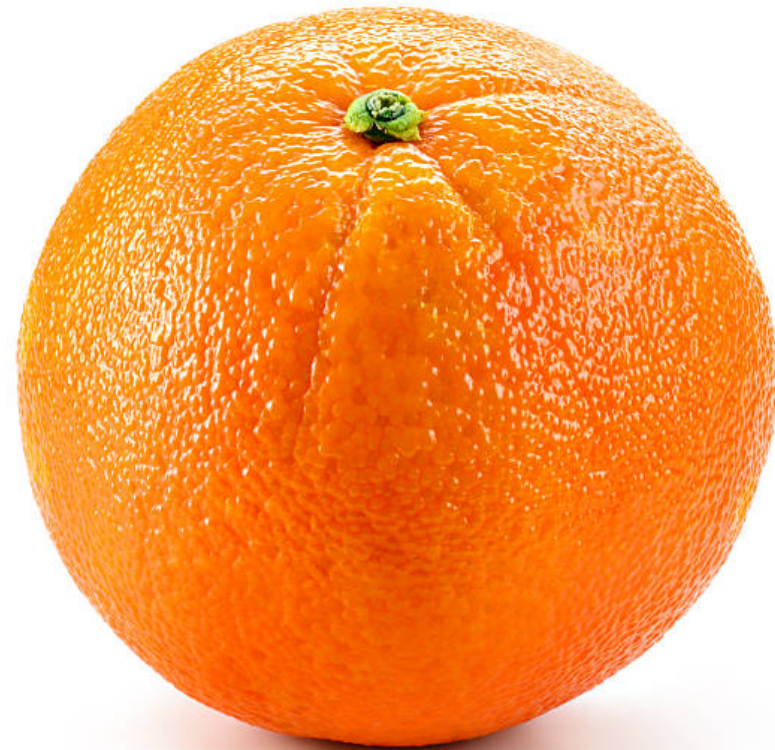
Negotiation as Bargaining / Haggling



Seven Elements Framework

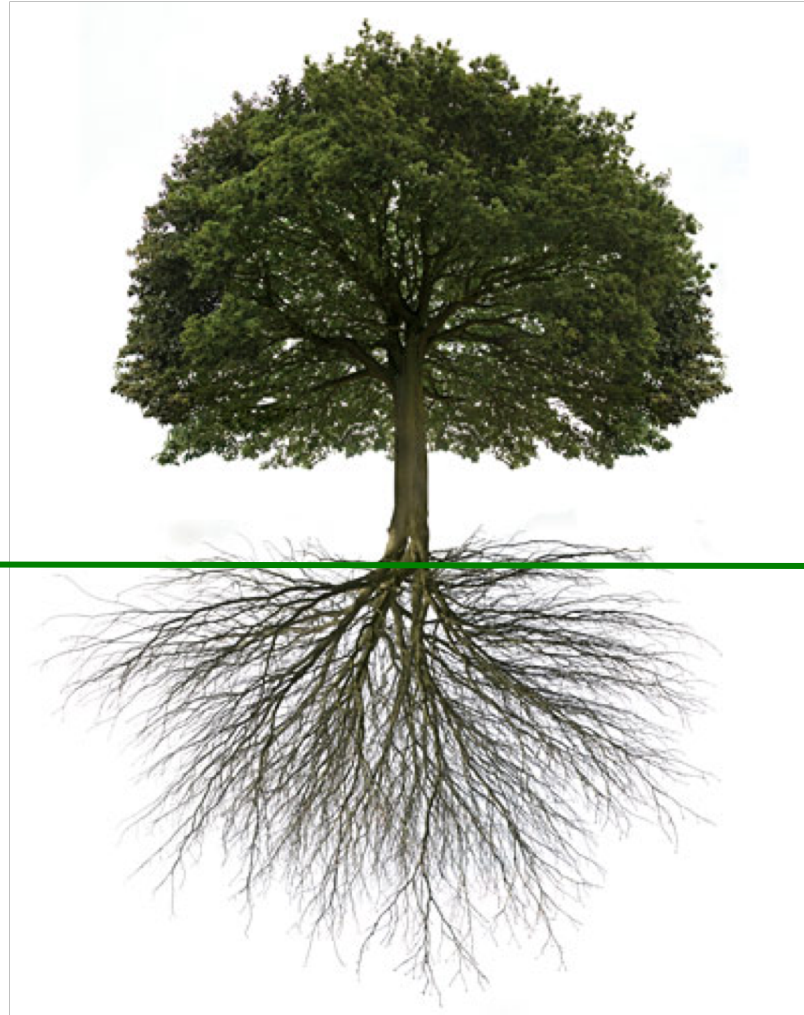


The Orange



Positions vs. Interests

Positions are the demands that people typically make and are what it is often most apparent to us.



Interests are the reasons and goals that lie beneath. There are usually many interests beneath a position.

A Systematic Definition of Success

No agreement, or an agreement that:

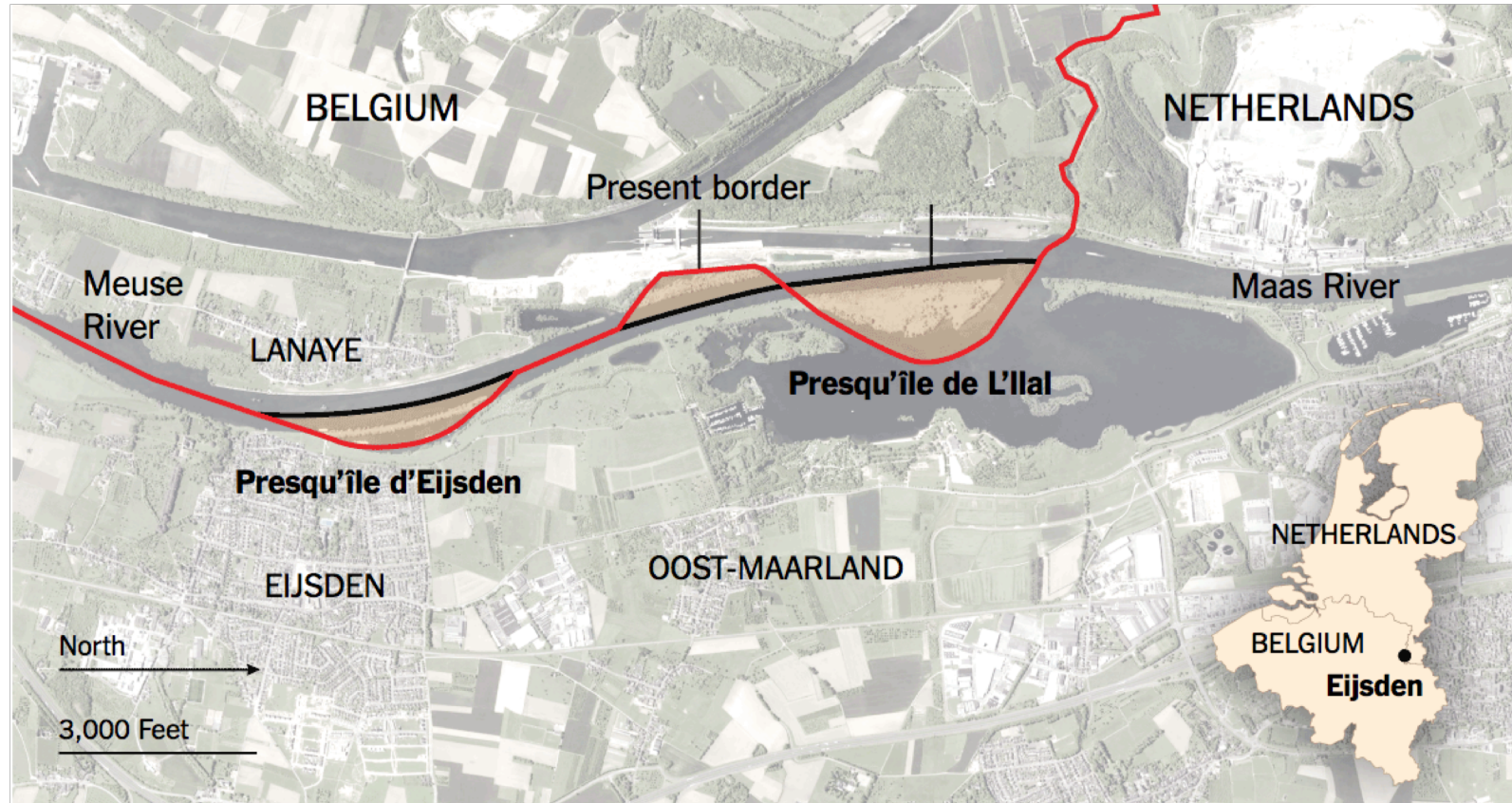
- Is better than your Alternatives (BATNA)
- Satisfies Interests
 - Yours, very well
 - Theirs, at least acceptably
 - Others' tolerably
- Is among the best of many Options (no wasted value)
- Involves well-planned Commitments: realistic, sufficient, operational

Substance

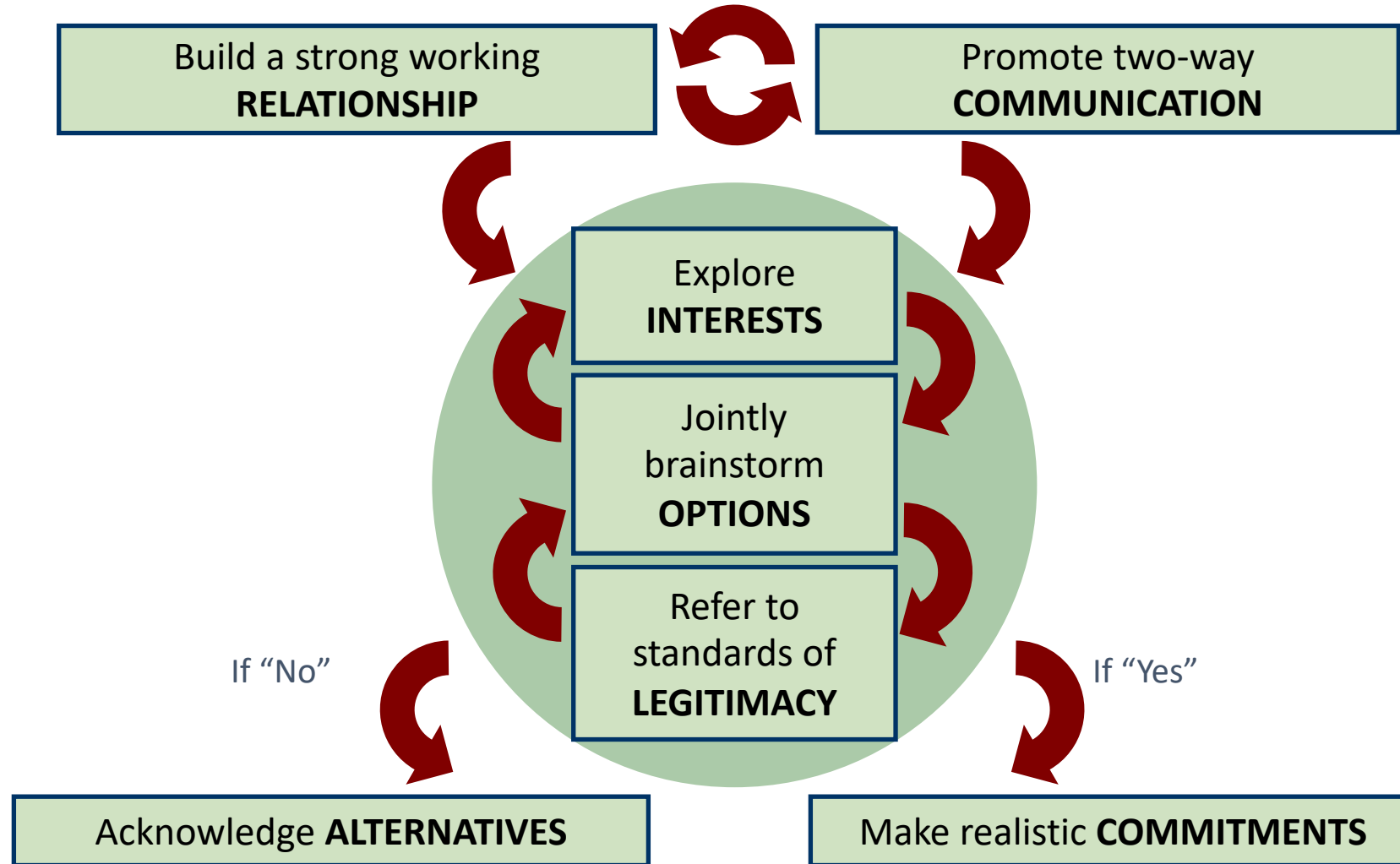
Where the negotiation process:

- Efficient: Product of good Communication
- Helps build the kind of Relationship you want

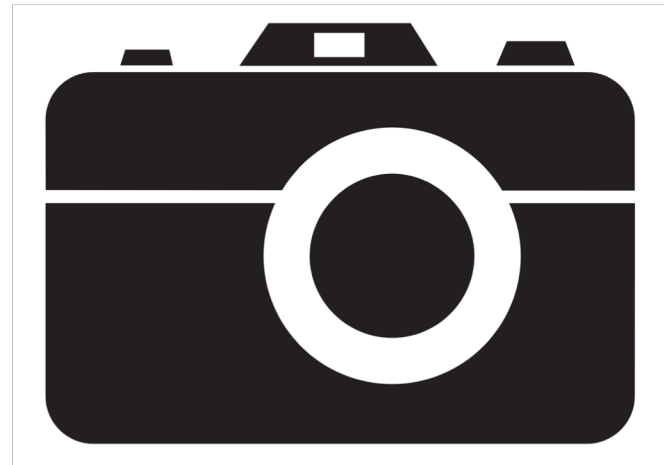
Real-Life Example: Changing Course



Problem-solving Negotiation



Lunch & Photos



Role Play: Sally Soprano

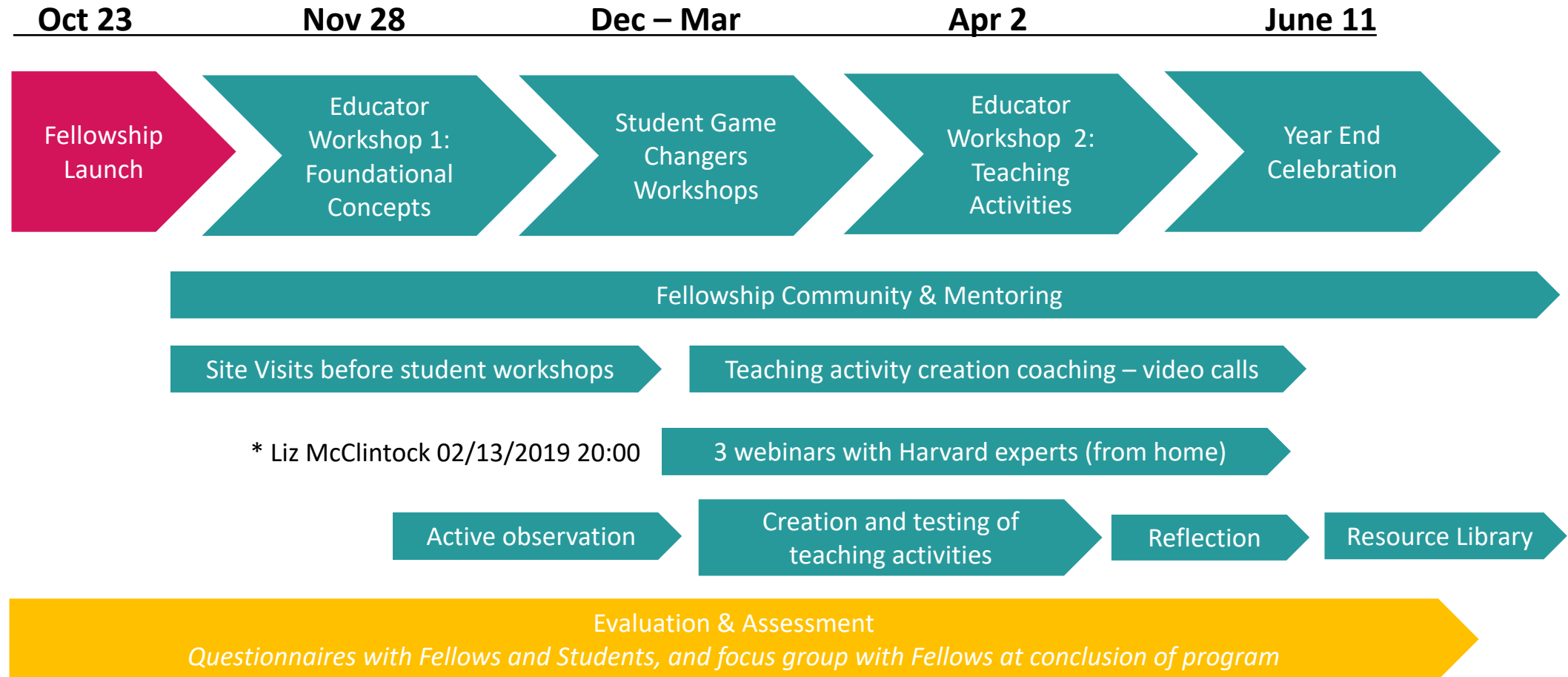


1 EUR = 4.21 NIS

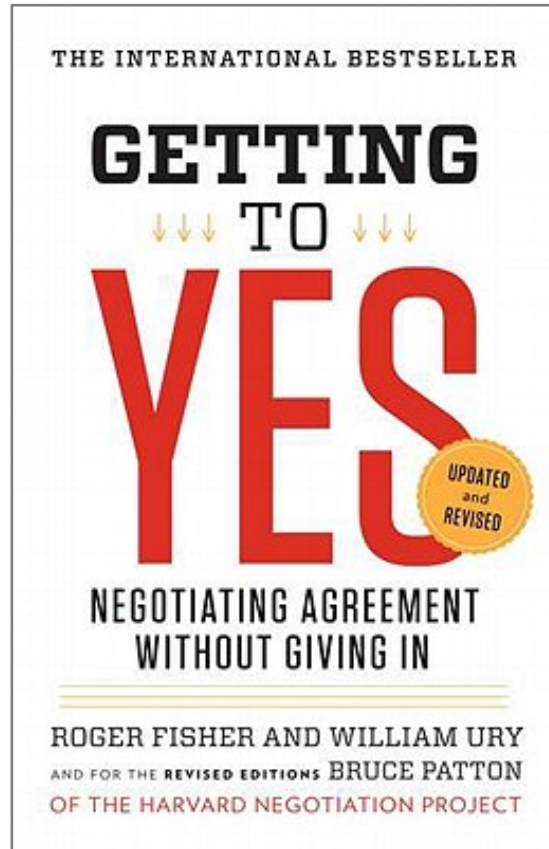
Lessons?

- Importance of structured Preparation
- Exploring underlying Interests
- Communication / Trust
- Brainstorming creative Options
- Considering Alternatives (BATNA)
- Moving towards the Pareto Frontier
- Short-term vs. long-term thinking
- Relationship-building

2018-2019 NET Fellowship



Closing and Next Steps



Contact Us



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