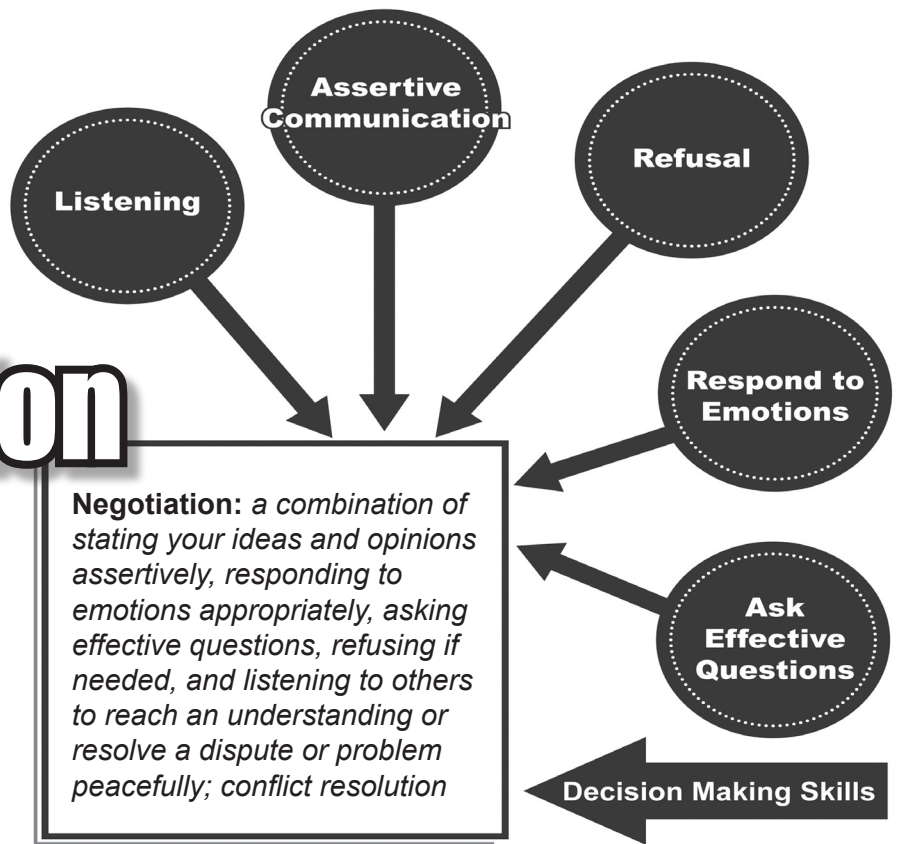




Negotiation



Negotiation: a combination of stating your ideas and opinions assertively, responding to emotions appropriately, asking effective questions, refusing if needed, and listening to others to reach an understanding or resolve a dispute or problem peacefully; conflict resolution

Decision Making	Negotiation
<p><u>Step 1:</u> Describe the decision or problem.</p>	<p>Does everyone involved in the negotiation, or conflict, describe the problem or issue in the same way?</p> <p>If not, keep sharing ideas and listening.</p>
<p><u>Step 2:</u> Identify what you want to happen.</p> <p>► <i>Check your thinking.</i></p>	<p>If the people you are negotiating with want something different to happen, is there a way to compromise?</p> <p>If not, keep talking and listening.</p>
<p><u>Step 3:</u> Brainstorm optional ways to get what you want to happen.</p>	<p>Try to find ideas that everyone agrees to and that will get you the closest to what everyone wants.</p>
<p><u>Step 4:</u> Omit ideas that don't check out and ideas you don't want to try.</p> <p>► <i>Check your thinking.</i></p>	<p>Each side in the negotiation, or conflict, has the power to veto ideas.</p>
<p><u>Step 5:</u> Select an idea to try.</p>	<p>If you can't find a mutually agreeable idea, go back to Step 3, brainstorming.</p>
<p><u>Step 6:</u> Act on the idea.</p>	<p>Identify the actions that need to be taken to implement the idea.</p>
<p><u>Step 7:</u> Evaluate how it turned out.</p>	



Check Your Thinking

Do your ideas:

- follow your personal and family **values**?
- help you stay **safe and healthy**?
- follow family, school, and community **rules**?
- show **respect** for myself and others?
- seem **realistic**? Could the idea work?