Your Own Case: Practice Outline

Step One
Write a one paragraph scenario describing a negotiation you are planning, or summarizing a recent negotiation where the outcome was not as successful as you hoped. Use only the first blank section of the Negotiations Planning Guide to record the scenario.

Step Two
Read your one paragraph description to your group; each person in your group will read their own paragraph in turn. This is not the time to elaborate, clarify or explain. Be sure the group shares reading time equally across the time provided.

Step Three
Select a group member’s case on which to work:
- The member’s case selected will become player “A.”
- Player “A” will select player “B” who becomes the case respondent.
- Players “A” and “B” each now select a coach.

Step Four
Player “A” describes the style and position to be acted out by respondent “B” and clarifies any questions about the scenario to their group.

Step Five
The first practice of the planned negotiation ensues. “A” tries to accomplish some progress by asking for what they want. “B” stays in the role as described in Step Four above. Coaches use course materials and the check list to observe their mentee so advice and guidance can be given during Step Six. Coaches are silent during this role-play.

Step Six
Player “A” gets confidential advice from their coach.
Player “B” gets confidential advice from their coach.
Occasionally, because of the number of seminar participants, both players will receive advice from the same coach.

Step Seven
Players “A” and “B” replay the negotiation both using the advice they have been given by their coaches. “B” is free to act as advised and not in the “old” style and not taking historic positions. Each strives to reach at least two mutually satisfying agreements related to the issue at hand.

Step Eight
Groups report on their experience including advice given, feelings and thoughts.
Comparisons of the experience in round one role-play are compared to round two results.

NB: your facilitators are strict time keepers
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