

Year 9	Lesson 2 Negotiation Skills Lesson Plan
Ground Rules	Slide of ground rules
Warm-up	<p>Introduction slide outlining what negotiation is and how it is used in personal and public life</p> <p>In Pairs:</p> <p>How good are you at negotiating?</p> <ul style="list-style-type: none"> • Prisha and Cabdi are in the same class at school and are acquaintances • Prisha’s parents have just bought her the new Apple iPhone 7 Plus and she wants to sell her Apple iPhone 4S • Prisha knows the older phone can be purchased on EBay for around £60 • Cabdi wants to buy it from her but doesn’t want to pay more than £45 but Prisha does not know this is his budget • One of you play the part of Prisha and the other Cabdi and try to negotiate a price that you are both happy with • You have 5 minutes to complete the deal <p>Feedback and Class Discussion – ask the questions below to see what process they used</p> <ul style="list-style-type: none"> • How did you start the negotiation? • What questions did you both ask and what response did you get? • What reasons or arguments did you both put forward and how did each of you counteract these? • What pressures did you both feel? • What was difficult and/or easy in the negotiation? • Did you agree a price or not? • Were you both happy with the outcome? • Teacher can record as appropriate
Lesson Aims	<p>Today we are going to - taken from the PSHE Association Curriculum Framework 2014 (updated 2017)</p> <ul style="list-style-type: none"> • Further develop the communication skills of active listening, negotiation, offering and receiving constructive feedback and assertiveness • Understand how these contribute to positive mental health
Pressure, Formal and Informal	<p>Pressure, looking at pressure to win and creating a win/win</p> <p>Negotiations can be formal or informal: example of formal negotiation, structure and</p>

Negotiations	<p>etiquette and informal negotiation with friends and family</p> <p>Class discussion;</p> <ul style="list-style-type: none"> • Think of examples of where you have been involved in informal negotiation with a parent or friend and share them with the class • Teacher can record as appropriate
Compromise	<p>Compromise</p> <p>A short video looking at how to compromise effectively and keep all parties happy</p> <p>Class Discussion</p> <ul style="list-style-type: none"> • Teacher can record as appropriate
Negotiation Structure	<p>A structured model of formal/informal negotiation goals and reasons for each area</p> <p>In Groups of 4:</p> <ul style="list-style-type: none"> • What activity do you think you need to consider and undertake in all 5 stages of the negotiation process to reach a good outcome for all sides? <ul style="list-style-type: none"> – Preparation – Discussion – Clarifying goals – Negotiate towards a win-win outcome – Agreed course of action <p>Feedback and Class Discussion - use image of broad structure and key stages of the negotiation process and detailed slide and explanation for Preparation, Discussion, Clarifying Goals, Negotiate Towards a Win/Win and Agreed Course of Action to compare against group feedback</p> <ul style="list-style-type: none"> • Teacher can record as appropriate
Listening Skills	<p>Class exercise:</p> <ul style="list-style-type: none"> • Why are listening skills important as part of the negotiation process? <p>Use Listening Skills, the importance of listening in conversation, negotiation, respect and decision making to compare against feedback</p> <ul style="list-style-type: none"> • Teacher can record as appropriate
Types of Listeners	<p>Types of Listeners, this examines 6 types of listeners and the behaviour and traits each demonstrate</p>
Key Steps To Power Listening	<p>Key steps to power listening, tips and hints on etiquette and active listening</p>

Friendships, Relationships and Mental Health	Outlines the link and benefits of good relationships and positive mental health
Listening, Communication And Negotiation	<p>Class exercise:</p> <ul style="list-style-type: none"> Why are good listening, communication and negotiation skills good for our mental health? <p>Feedback and Class Discussion – use Skills Are Assets, understanding that communication, negotiation and other skills are vital for both our personal and working life as a comparison</p> <ul style="list-style-type: none"> Teacher can record as appropriate
Negotiating With Parents	<p>In Groups of 4:</p> <p>2 of you are twins and the other 2 are parents:</p> <ul style="list-style-type: none"> The twins want to have a joint party at their parents house to celebrate their 14th birthdays They want to invite some friends each and don't want their parents present during the party The parents don't really want a house party but if they do, don't want too many friends invited and certainly want to be present at all times You are having a family meeting to discuss birthday options Both sides are to take 5 minutes and prepare for the meeting using the preparation format criteria Use the negotiation model/criteria and try and negotiate a solution that is acceptable to all – you have 5 minutes Be prepared to share your journey with the class <ul style="list-style-type: none"> Teacher can record as appropriate
Help and Support	<p>Where to go for any help and support and a handout listing organisations they can approach confidentially</p> <p>As School Nurses visit schools at different times and days, teachers need to ensure they cover their schools dates and accessibility rules in this section</p> <p>Teachers need to cover the 'Your guide to children and young people's emotional health services</p>
Evaluation	<p>Your reflection and feedback is important!</p> <ul style="list-style-type: none"> Use 'What I Learned Today' evaluation form – students to complete these anonymously and hand them in for teacher to review and assess.