



To deal or not to deal ? (Negotiation skills)

Number of Participants:

15 – 18 people

Supplies:

Points of you – The Coaching Game

The objective of the process:

We will learn about our negotiating skills. Reflect over our habits and our limiting believes when we need to negotiate. Improve our negotiating skills by looking and listening at the different perspectives our client needs. Group activity to enhance communication skills and cooperation.

Time:

2:00 to 3:00 hours

Set up:

Room with no tables, quiet atmosphere. Chairs in u-shape.

Participants will work on the floor.

Process:

Pause (7:13 min) - Music

Introduction

Explain the main goal of this activity emphasizing how important is for them to be open and listen. Just relax and have fun!

Stage 1 – Dare to be you! (30 min)

The cards are faced down and spread in the center of the room.

Each participant will have its turn to pick a card. (Brief explanation on how to look at a card).

The question is: Why do you think you picked this card today?

After each person explains why, they are asked if they are happy with their card. If they aren't they should pick or trade another card but they have to explain why? If someone is asked for a card or if it's given a card they should convince why they want it or don't want it.

Each person keeps its card. We ask them to get in 3 groups.





Stage 2 – Who am I dealing with?

Each group has their own cards and there are cards left on the floor.

Goal: to create the best negotiation process

Instructions: As a group you need to create a successful negotiation process; using the cards you need to explain the steps to get the deal!

When the 3 groups accomplished the task they have to decide amongst themselves who is representing each group.

Why is this person representing the group? (brief discussion).

Stage 3: Is it a deal?

Now, each representative will have to explain why their process is the most successful and what benefits the company will achieve.

How did they decide it was the best option?

What is the most representative card? Why? Here we will ask them to read the story from the book...

After each group had made their presentation all the participants should vote (briefly explaining why) and then decide who DEALS (who wins)!!

The card that is the most representative of the group that won will be the card that represents the whole company.

If they don't agree they have to come up with their Dealing Card!!

Stage 4: Let's deal! (Actions)

We asked them to go back to their seats and we will debrief what went on. The facilitators will talk about habits, behavior, body language... all the dynamics that were present.

We read the powerful questions from the book on the card that won!

We ask these questions for the participants to reflect and then take an action:

Was this negotiation process the best one?

As a group what do we need to change/ improve in order to negotiate successfully?

After some reflection now they have to take action as a group and as individuals.

What do I need to change in order to be a better communicator?

What is limiting me? What do I do to change this?

