

*Courage,  
Confidence,  
and Character*

# Win-Win: How to Get What You Want



**Negotiation is a great way for people to reach an agreement that makes everyone happy or better off. Instead of initiating an argument in which no one is a winner, follow these steps to learn about negotiation and how to ask for what you want!**



## **1. Learn About Negotiation (required)**

Read the story "Friday Night" and discuss the questions with your family, friends, or troop.

## **2. Watch a Pro**

With the help of your troop leader or parent, identify someone in your community who negotiates. Ask if you can observe the person you identified negotiating. For example, parents, teachers, sales people and lawyers are all great negotiators.

Meet with that person and listen during the negotiation.

Discuss:

- the outcome
- their alternative to the negotiation
- what they really want
- what they think the other person wants and why

Write down what you observed.

### 3. The "Art" of Negotiation

Learning how to negotiate is a very important skill. However, practice is key.

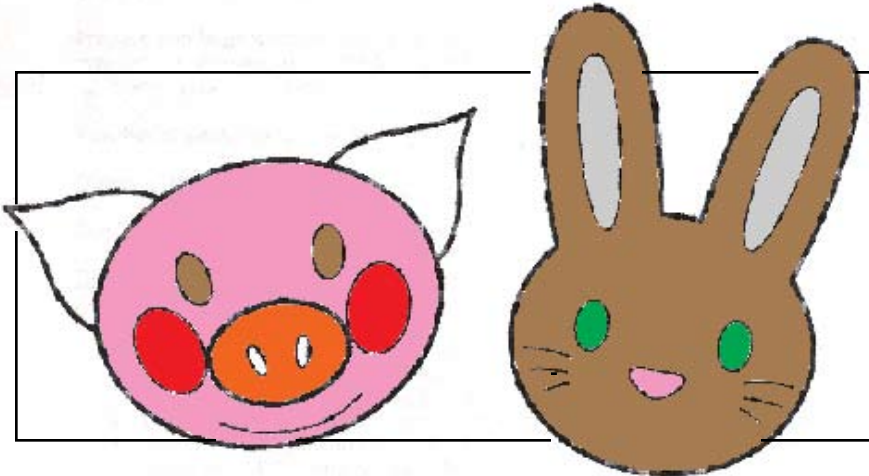
#### Object of the Game

Negotiate with the other team to trade markers so that each side can come close to mimicking the original drawings.

#### What you need

10 markers or crayons (2 black, 1 brown, 1 green, 1 orange, 1 light blue, 1 pink, 1 red, 1 silver, 1 yellow), drawing paper, 2 small bags, and a coin to toss.

Prepare two bags and label one "A" and the other "B". In bag "A", insert the black, brown, green, orange, and light blue markers; In bag "B", insert the black, pink, red, yellow, and silver.



#### What you do

1. Divide into two groups
2. Have one team choose heads or tails and toss a coin. If the coin lands on their choice, that team chooses which picture they want to draw. If they choose rabbit, they get bag "B" and if they choose pig they get bag "A."
3. Using the black marker, each team draw the outline of their animal.
4. Before coloring the drawing, try to trade your markers with the other team, but all trading needs to be done before starting to draw.

#### What worked?

At the end of the game, discuss the following questions:

- Was trading the markers easy or hard? Why?
- Are you happy with your results?
- What will you do differently the next time you play the game?

### 4. Show Time!

Create a skit, poem, or song that reflects how negotiation can be helpful and its importance. Share your production with your friends, family, or troop!

### 5. How to Ask

The way you ask for something can affect the result of a negotiation. Follow the steps below to see why how you ask really does matter!

- Create a list of five things you want to ask for.
- Write down three appropriate or "not rude" ways to ask for these things.
- Write down three inappropriate or "rude" ways to ask for these things.
- Practice the positive ways to ask for things with a friend or family. What was their reaction?

### 6. Plan a Trip

With your troop or family, plan a pretend group trip! You could decide to go to various places in one city, different states, or different countries.

- Ask each person to think of three travel destinations and why their destinations are ideal.
- Pick three places, out of all of those mentioned, for your trip!

How did you make the decision? What worked well when making the final choice? What didn't?



## 7. Cookie Cents

Every year your troop sells Girl Scout Cookies to help support your troop's activities. Think about your "sales pitch" to your cookie customers as a negotiation. Have a friend, family member or troop member play the part of the cookie customer and try to negotiate with them to buy cookies from you.

## 8. Bargain Hunters

You may have heard adults negotiate the price of a car or house, but why not consider negotiating for a raise in your allowance or the price of a coat? Yes, it is possible to negotiate almost everywhere and practically anything. However, it is up to you to decide whether the benefits are worth the time invested in the negotiation. A successful negotiator views every situation as having the potential to be negotiated or bargained.

Try this out by holding a Trade Sale with your troop or friends.

### What you do

Gather 2 items from home. Check with an adult at home to make sure it is ok to take these items that you no longer want, need, or use. These items could be a shirt, toy, accessory, or something you created in school.

### Directions

- Set up shop and display the items you have to trade.
- Talk about the items you've brought.

Go shopping! If you like something you see, try trading one or both of your items for it.

### Object of the Game

It's a fun way to use your negotiation skills and get some cool new stuff!

## 9. Extra, Extra, Read All About it!

Have you ever read a book where the characters were negotiating about something? Research your personal collection or visit the public and/or school's library to find a book that depicts a negotiation.

Once you discover your book, think about the negotiation scene. What did the characters ask for? What did they get? Share your thoughts with your troop, family, or friends. Some examples of good books are: *Talk and Work It Out* written by Cheri Meiners, *I Want It* written by Elizabeth Crary, and *Fun to Share* written by Jim & Joan Boulden.



## 10. Teach Negotiation

Now that you have learned about negotiation, share your knowledge with a friend, sibling, or relative. Teach them the steps to negotiation, and the importance of approach, preparation, and practice.

## 11. Reign of Aquaria

Play this on-line computer game where you get to explore and make new friends in a world that exists in the clouds.

### Directions

- Visit the website [www.heinz.cmu.edu/progress](http://www.heinz.cmu.edu/progress)
- Complete the on-line survey prior to playing the game
- Click on the "Reign of Aquaria" storybook image to begin to play the game
- Complete the survey when you are finished with the game.



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