

What Is Interpersonal Negotiation?

Interpersonal negotiation means that people talk about a problem. They try to think of a compromise that satisfies everyone.

Negotiation works well when people want something they can't divide, like a movie ticket. It also works well when friends have different ideas about what to do together.

Negotiation doesn't work well when someone has more power or authority than you. It also doesn't work when someone threatens you.

Check the box beside each problem that might be solved easily if the people negotiated with each other.

- 1. Paula and Rhonda are planning a party. Paula wants to invite 24 friends but Rhonda wants to invite just 4 friends.
- 2. Dan was caught cheating on a test and was sent to the office to talk with the principal.
- 3. Chloe and Dillon are studying in the same room. Chloe likes to listen to loud music while she works. Dillon prefers total silence while he works.
- 4. Darcy and Erick are doing a science project together. Darcy wants to meet briefly every day to work on the project. Erick wants to meet just once to do the whole project.
- 5. Trey wants to get an after-school job to earn money, but his mom says he is too young and needs to concentrate on his homework more.
- 6. The football coach says everyone on the team must have a *B* average. Ian doesn't think grades should matter to the coach.
- 7. Chris and Omar are going to a restaurant for a date. Chris wants to go to her favorite Italian restaurant but Omar wants to try a new Mexican restaurant.
- 8. Brad's doctor told him to wear a medical alert bracelet because he has diabetes. Brad doesn't want to wear the bracelet because he doesn't want his friends to know he has diabetes.
- 9. Sheila and Mike each want to be the first performer in the school talent show.
- 10. Carla and Nikki are shopping in a mall. Carla wants to look for shoes. Nikki wants to buy earrings.

Empathizing 3

Read each situation. Then check the comment that shows the most empathy for the person in the situation.

- Derek just got his math test back and it's another *D*. He's worried he won't pass this course and it will look bad on his record.
 - a. "Why didn't you study better for the test?"
 - b. "You must be wondering if you can pass this course."
 - c. "Nobody cares what grades you got once you graduate."
- Chantel's mom just got married again. This will be her second stepdad. Chantel doesn't know her new stepdad very well yet.
 - a. "It must be awkward to have a stepdad you hardly know."
 - b. "Just stay away from your new stepdad for a while."
 - c. "My stepdad is really great."
- While Chip was grounded, his neighbor saw him sneak out a window and told Chip's dad. Chip thinks now he'll be grounded for twice as long.
 - a. "You should tell your neighbor to just mind her own business."
 - b. "You are anxious about what your parents will do."
 - c. "You knew you were taking a risk."
- Ramon worked hard on his science project, but compared to everyone else's, his looked messy and he's embarrassed.
 - a. "I'm glad my project looks okay."
 - b. "Yours isn't horrible, it's just a little sloppy."
 - c. "I can tell your project took a lot of work and what you found out is more important than how your display looks."
- When Tina watches TV, her mom always lets her little sister choose the show.
 - a. "It must be annoying to have to give in to your little sister."
 - b. "There are plenty of other things to do besides watch TV."
 - c. "Maybe you should tell your mom she isn't being fair to you."
- Drew's family is moving away and he knows he'll miss his friends a lot.
 - a. "You should just make some new friends as fast as you can."
 - b. "It's a bummer that you have to move and we'll miss you."
 - c. "I moved two years ago and it was easy to meet everyone here."
- Brett got a note asking him to come to the principal's office, but he doesn't know why.
 - a. "What did you do wrong?"
 - b. "Maybe he sent the note to the wrong person."
 - c. "You're anxious about why the principal wants to see you."

Role-Playing Situations 3

Take turns playing the role of each character in these situations. First find a partner. Then talk with your partner to decide who will play the role of each character. The goal of each role-play is to reach an agreement that satisfies both you and your partner.

1. Person A: You are planning a hike with Person B. You have one trail guide to help you plan your hike. You both want to use the trail guide to plan your hike over the weekend. You live several miles from Person B and neither of you can drive a car.

Person B: You want to use the trail guide over the weekend.
2. Person A: Your principal has asked volunteers to help clean up the litter around the school grounds this afternoon after school. You want to walk home with Person B as you normally do, but you'd like to spend half an hour helping with the cleanup before you go home.

Person B: You have a lot of homework and you are eager to get home as soon as possible so you can get started on your assignments.
3. Person A: You and Person B both want to ask the same person to the school dance. Neither of you has ever asked Person C out before.

Person B: You want to ask the same person to the school dance.
4. Person A: You and Person B agreed to go somewhere Saturday. You want to leave home before noon, but you have several chores to do at home before you can leave. You want Person B to spend the night Friday and help you do your chores Saturday morning so you can both leave before noon.

Person B: You already have plans for Friday night and you don't want to help with Person A's chores before you leave on Saturday.
5. Person A: You and Person B want to join a school club together. You want to join the debate club because you enjoy giving speeches and sharing your opinions. You like to interact with other students, so you are eager to talk with and listen to other students in whatever club you join.

Person B: You want to join the chess club. You hate speaking in front of a group, and you don't enjoy making small talk.
6. Person A: You and Person B are reading books together. You like to hear music while you read.

Person B: When you read, you don't want to hear music or anything else that distracts you. You prefer to read in quiet surroundings.
7. Person A: You and Person B are supposed to paint a mural for a bulletin board in the hall. You want to use bright colors and make an abstract design.

Person B: You want to make a political statement with your mural about the reasons we should take care of the environment.