

Negotiation activity task one

Individually:

1. Define successful negotiation.
2. List the seven most important pre-conditions of successful negotiation.

You have 10 minutes.

Negotiation activity task two

As a group:

1. Agree a single definition of successful negotiation.
2. List the seven most important pre-conditions of successful negotiation.
3. Note your definition and pre-conditions on flip chart – **after you have been issued task three.**

You have 30 minutes.

Negotiation activity task three

Agree with the other group:

1. A single definition of successful negotiation. This must be one groups' or the others', exactly as written, without modification.
2. List the six most important pre-conditions of successful negotiation, in priority order. Seek the adoption of as many of your groups' pre-conditions as possible, but be reasonable, and accept the others' if you feel theirs are better.
3. Note your agreed definition and pre-conditions on flip chart.

Rule: Definitions and pre-conditions must contain all the words from one group or the other exactly as written. These may not be combined or amended in any way.

You have 30 minutes.