# Student worksheet

## Round 1

Carefully read your secret instructions and complete the first 2 columns of the table below. Enter the ‘negotiated amount’ at the end of the round.

Before you begin, think: What is your partner likely to want? How will you find out? How will you persuade your partner to get the outcome you want? What strategies will you use?

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|  | **GOAL AMOUNT** | **AMOUNT I’D SETTLE FOR** | **NEGOTIATED AMOUNT** |
| **Round 1** |  |  |  |

## Round 2

Carefully read your secret instructions for round 2 and complete the first 2 columns of the table below. Enter the ‘negotiated amount’ at the end of the round.

Before you begin, think: How are you going to act during this negotiation? How do you think your partner will respond? What additional strategies or story could you use?

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|  | **GOAL AMOUNT** | **AMOUNT I’D SETTLE FOR** | **NEGOTIATED AMOUNT** |
| **Round 1** |  |  |  |

## Round 3

**There are no secret instructions for this round**. However, you will need to negotiate with this person in the future. Use what you have learnt from rounds 1 and 2 to decide on the most effective strategies to use this round.

**Before you begin, think**: What strategies worked in the previous negotiations? What strategies were not effective? How will you balance getting what you want this time with building a good relationship for future negotiations?

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|  | **GOAL AMOUNT** | **AMOUNT I’D SETTLE FOR** | **NEGOTIATED AMOUNT** |
| **Round 1** |  |  |  |