# Secret instructions round 2

Print enough copies of these round 2 instructions for each student to receive one instruction each.



**You are a ‘battle-axe’**

When it comes to negotiating, you are a battle-axe. You love competition, and conflict does not bother you. Because you are strong-willed and persistent, you almost always get what you want. How your partner feels during the negotiation is not important to you. You’re not here to make friends. You are here to get as much of the $2 as you can. In fact, demand all of it. Try not to budge. If you have to come down, do so 5 cents at a time.



**Your partner is untrustworthy**

Your goal this round is to get as much of the $2 as you can, using whatever story or strategy you like. However, a word of warning: your partner is not to be trusted. They are known to tell lies and misrepresent themselves. They have deceived others to get what they want in previous negotiations. Treat your partner politely but be on your guard. Be wary of anything they tell you. If necessary, ask questions and dig deeper to see if they’re really telling you the truth.



**You must reach an agreement**

In this round, you’re actually an agent, completing the negotiation on behalf of someone else. The person you represent has given you 2 clear instructions. Firstly, you are to secure as much of the $2 as you can, using whatever stories or strategies you think will work. Secondly, you must reach an agreement within the 3 minute time frame. In fact, reaching an agreement is your number one priority.



**Your partner is struggling**

The person you are negotiating with has been having a really hard time lately. They may not mention it to you, as they are good at putting up a front but life is not easy for them right now and they are having difficulty coping. Nevertheless, you want to get as much of the $2 as you can. Just remember as you negotiate with your partner that they are going through a hard time.



**You’re being recorded**

Your aim this round is to get as much of the $2 as you can, with any story you like. However, there’s something you need to know about your negotiating partner. They’d never tell you but there’s a chance they’re secretly recording what you say during this negotiation. They’ve been known to secretly record conversations in the past. In fact, they recently damaged someone else’s reputation that way. Your reputation is very important to you. Get as much of the $2 as you can but be aware everything you say could be shared.



**Say little**

This round you’re going to try an interesting tactic. Decide now how much you want to get from the negotiation (and aim high!). When the negotiation begins, let your partner know how much you want but say little else. If you can, try to get away with saying nothing at all. Keep quiet and let your partner do almost all the talking. If things get too tense, repeat how much money you want but try to avoid saying anything else.

