



## Connecting Experience Negotiation Station

AGE GROUP

7+

AMOUNT OF PEOPLE

6+

TIME

30 MIN – 1 HOUR

OBJECTIVE

To understand how partnerships work between different organisations, to learn about negotiating.

MATERIAL

3 different items (like 3 pens with different colours) per team, papers with the task they have to do.



### Instructions

- ▶ Divide the participants into small groups and give them 3 different items that they need to trade with other groups, and their group's task.
- ▶ Only one participant per group, the negotiator, can talk with other groups, while the rest must stay with their items to talk with visiting negotiators.
- ▶ The negotiator must talk with other groups and try to trade items to help them to complete their task
- ▶ The negotiator must then go back to their group and discuss with them if they think it is a good trade. If the entire group agrees, then the negotiator can return to the group they are trading with and exchange the agreed upon items.
- ▶ If the entire group does not agree, then the negotiator must return to the trading group and discuss a different exchange.
- ▶ The game is finished when all the groups have completed their tasks.

### Example:

There are 3 teams, each team gets given randomly 3 papers (red, orange or blue) and one of the tasks:

- ▶ Team 1: You need to have only one colour
- ▶ Team 2: You need to have 3 orange and 1 blue
- ▶ Team 3: You need to have more blue than any other colour

So, for everyone to succeed the paper would need to be split at the end:

- ▶ Team 1: 2 red pages
- ▶ Team 2: 3 orange 1 blue
- ▶ Team 3: 2 blue 1 red

To make the game more difficult, you can have teams keep their task a secret.

### Debriefing:

- ▶ Was it difficult to work together when everyone had a different task?
- ▶ What way did you negotiate?
- ▶ What way do you think companies can work together to achieve the UN SDGs?



CONNECTING EXPERIENCE PAGE  
<https://ej2020.org/connecting-experience/>

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