

Step Five: Agree to the solution and ACT

Once a reasonable solution (one that makes the situation better) has been developed, the people involved need to agree to it and act on it.

Asking for Help

As in the problem solving/decision making process, we need to emphasize the importance of asking for help at any step in negotiation when the individuals involved need some new ideas or want to check out their suggestions.

Using the Poster—Five Steps in Negotiating

The poster you will use with this lesson is replicated below.

		Five Steps in Negotiating	
		PERSON A	PERSON B
STEP 1 <i>Think</i>	•••	What do I want most? What do I want least? What is okay with me?	••• What do I want most? What do I want least? What is okay with me?
STEP 2 <i>Listen</i>	•••	What does the other person want?	••• What does the other person want?
STEP 3 <i>Make an Offer</i>	•••	What solution will I offer?	••• What solution will I offer?
STEP 4 <i>Stop and Think. Evaluate</i>	•••	Stop and think. Does either solution make the situation better? Write down the solution you agree on.	
STEP 5 <i>Agree and Act!</i>	•••	If the two of you agree to the solution, sign below and act on it.	
		_____ ASK FOR HELP if you need it. Who could I ask?	

