



Communication – Unit 3

Activity 5: Negotiation Scenarios Sheet

ACTION

There are three situations.

Copy/print this sheet for each student or small group of students working together.

NEGOTIATION SITUATIONS



Situation 1

Teagan has been saving hard for something to wear to her best friend's birthday party. She is shopping when she sees the perfect outfit.

Unfortunately, it is outside her budget, but not by a huge amount.

She knows this clothing store is independently owned, though doesn't know if the person currently at the counter is the owner or the manager.

What should she do?

MY SUGGESTION IS...

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Situation 2

Quinn is a pretty good artist. He has been asked by some local businesses to design flyers, one truck owner to paint his vehicle's doors, and a timber yard to paint their front sign. Now a band has approached him to design their album cover. Quinn thinks it will take about 20 hours to do a good job. They don't want to pay anything, but suggest the exposure will be payment enough.

What should he do?

MY SUGGESTION IS...

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Situation 3

Logan is on the school's soccer team. He must be doing something right because the state Academy of Sport is having selections, and Logan's coach suggested he try out. This means taking a week away from everything, including his part-time job at a fish and chip shop. The owner is a very hard working man who relies heavily on Logan. Logan is worried that the owner might sack him or reduce his hours if he asks for time off.

MY SUGGESTION IS...

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