

Plan Your Negotiation

In our first lesson, we learned why negotiation is such an important skill. Now it's time to put your negotiation skills to the test! A successful spy mission is all about the preparation. Fill out this sheet to get ready for the conversation.

The mission: _____

Negotiating with: _____

My sidekick: _____



Think of some questions you'll ask to make sure you know the mission inside and out!

Questions I asked and the answers I got:

QUESTION

ANSWER

(example): What worries you about getting a dog?

(example): Dog food is expensive.

Once you know the mission inside and out, and some of the reasons the adult you're negotiating with might say "No," start thinking about how you'll get them to say, "Yes."

THEY SAY

MY ANSWER

(example): Dog food is expensive.

(example): I'll take \$5 of my allowance each week to buy food.

Remember to keep cool: If this mission doesn't work out, there's always next time!