Grade 10 Sample Lesson Plan: 
Unit 7 – Negotiation: S.L.I.D.E.

SOLs

• 10.3.T Practice procedures for peaceful resolution of conflicts.

Objectives/Goals

• Students will learn Negotiation: Conflict Resolution skill steps: S.L.I.D.E.
• Students will role play the skill steps of Negotiation: S.L.I.D.E.

Materials

• Computer, screen and projector
• Negotiation Skills Steps-ppt
• Negotiation Square-handout
  o [Print for ½ class. Students will pair up with a partner]
• Negotiation: S.L.I.D.E. Role Play Planner & Checklist (Parent/Teen) -handout
  o [Print for ½ class. Students will pair up with a partner]
• Optional: Blank NEGOTIATION: S.L.I.D.E. Role Play Planner & Checklist

Procedure

Step 1
Open Negotiation Skills Steps-ppt and go to Slide #2: Do Now Activity.

Do Now Activity:

Share a time when you had to negotiate with someone. Describe the situation and the results.

Step 2:
Continue to present and lecture through Negotiation Skills Steps ppt [Slides 3-15]
Step 3:
- Students will pair up with a partner. The pairs will decide who will play the “teen” and who will play the “parent(s)”.
- Pass out Negotiation Square handout (one per group). The pairs will fill out Negotiation Square together using the Scenario below:
- [Slide: 16]

  *Scenario:*

  You want to stay out an hour later past your curfew to see a movie with a friend your parents approve of. Occasionally your parents are willing to negotiate your curfew depending on who you are with and the activity you are doing.

  *Option:*

  Students can create their own realistic scenario and write out a dialogue using the Negotiation Skill Steps: S.L.I.D.E.
  - Blank NEGOTIATION: S.L.I.D.E. Role Play Planner & Checklist

Step 4:
Pass out Negotiation: S.L.I.D.E. Role Play Planner & Checklist (Parent/Teen) - handout one per group.
- Students will write out dialogue. Set up time limit for each if necessary.
- Instructor will check the dialogue before students act out their role play.

Step 5:
After students have teacher approval they will act out their negotiation dialogues as a presentation to the class

References
- Negotiation: S.L.I.D.E. Role Play Dialogue (Parent/Teen)
- NEGOTIATION: S.L.I.D.E. Role Play Planner & Checklist-Blank Scenario Template
- Kimberly Ohara-Borowski M.Ed. Ocean View High School

Handout
The next page includes a handout for the lesson. The handout is designed for print use only.

Partner Names & Roles: Teen or Parent(s):

Scenario:
You want to stay out an hour later past your curfew to see a movie with a friend your parents approve of. Occasionally your parents are willing to negotiate your curfew depending on who you are with and the activity you are doing.

Dialogue:

State What You Need
Teen: “

Parent: “

Listen and Clarify
Teen: “

Parent: “

Identify Other Perspectives:
Teen: “

Parent: “

Determine Common Ground:
Teen: “

Parent: “

Elicit an Agreement
Teen:”
Parent: “

**NEGOTIATION: SLIDE Role Play Checklist:**

<table>
<thead>
<tr>
<th>Category</th>
<th>Checklist: &quot;Teen&quot;:</th>
<th>Checklist: &quot;Parent(s)&quot;:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Role play written dialogue uses realistic language.</td>
<td></td>
<td></td>
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<tr>
<td>Interpersonal Communication:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>● Communicates ideas with a high degree of clarity.</td>
<td></td>
<td></td>
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<tr>
<td>● Assertive Communication:</td>
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<td></td>
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<tr>
<td>○ &quot;I&quot; Statements</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Application of Negotiation S.L.I.D.E.:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>State what you want or need:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Listen and clarify:</td>
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<tr>
<td>Elicit an agreement</td>
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</table>

Feedback/Needs Improvement:

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NEGOTIATION: S.L.I.D.E. Role Play Planner & Checklist:

Scenario:

Decide who will play each role:
Role #1 (Name):
Played by:
Role #2 (Name):
Played by:

Dialogue:

**State What You Need**
Partner #1: “
Partner #2: “

**Listen and Clarify**
Partner #1: “
Partner #2: “

**Identify Other Perspectives**:
Partner #1: “
Partner #2: “

**Determine Common Ground**:
Partner #1: “
Partner #2: “

**Elicit an Agreement**
Partner #1: ”
Partner #2: “
<table>
<thead>
<tr>
<th>Category</th>
<th>Checklist: Partner #1:</th>
<th>Checklist: Partner #2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Role play written scenario is realistic.</td>
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Feedback/Needs Improvement:
## Negotiation Square:

<table>
<thead>
<tr>
<th></th>
<th>Mine</th>
<th>Theirs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Wants</strong></td>
<td>• What do I want to happen?</td>
<td>• What do they want to happen?</td>
</tr>
<tr>
<td></td>
<td>• What outcomes can I accept?</td>
<td>• What outcomes can they accept?</td>
</tr>
<tr>
<td><strong>Needs</strong></td>
<td>• What are my interests and needs?</td>
<td>• What are their interests and needs?</td>
</tr>
<tr>
<td></td>
<td>• What outcomes must happen for me?</td>
<td>• What outcomes must happen for them?</td>
</tr>
<tr>
<td></td>
<td>• What are some strategies to help me meet my interests and needs?</td>
<td>• What are some strategies to help meet their interests and needs?</td>
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Negotiation

Allows everyone involved to have the chance to be heard and work on a solution that everyone can agree upon.
Do Now Activity:

Share a time when you had to negotiate with someone. Describe the situation and the results.
IDENTIFY WITH OTHER PERSPECTIVES

Maria: "I can see why you want to spend time with me."
Negotiation

Allows everyone involved to have the chance to be heard and work on a solution that everyone can agree upon.
The Negotiation Process Reveals:

- All issues
- Sources of conflict
- Brainstorm solutions
- Agreement on strategies to meet needs of all parties
Is it Worth Negotiating?

If there is a likelihood that you will be worse off before the negotiation, then it is not worth your time.
Things to Consider Before Entering the Negotiation Process:

- Gather as much information as possible before negotiation.
  - What are your interests and needs?
  - What are the needs and interests of the other party?
- The individual(s) involved will be more motivated to enter the negotiation process if they see the value of it.
“The conflict may look different to everyone involved. The person might have a different outlook on the same situation.
Negotiation
Skill Steps: S.L.I.D.E
State what you want or need
Listen and clarify
Identify with other perspectives
Determine common ground
Elicit an agreement
Let’s Practice

Find a partner in class to pair up with.
Scenario:

You want to stay out an hour later past your curfew to see a movie with a friend your parents approve of. Occasionally your parents are willing to negotiate your curfew depending on who you are with and the activity you are doing.
Decide:

- Who will play the teen?
- Which partner will play the parent(s)?
# Negotiation Square:

<table>
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Now Write Dialogue using Negotiation Skill Steps: S.L.I.D.E.
References/Resources:


◉ Negotiation Skills Steps: “SLIDE” (2018)
Kimberly Ohara Retrieved from YouTube https://youtu.be/F8O3VlmkYAs
Negotiation

Skill Steps: S.L.I.D.E

State what you want/need
Listen and clarify
Identify with other perspectives
Determine common ground
Elicit agreement