

Methodological tool: Negotiation role play

Number of methodological Tool	EUPANEXT_LO_172_M_001
Work Area Code and Title	Work Area 22 PA as a manager
Unit Code and Title	5.8 Act as a manager
Learning Outcome Number and Title	LO172: Negotiate in the business environment
Objective of the methodological tool	<p>After the completion of this activity, participants will be able to:</p> <ol style="list-style-type: none"> 1. Identify and prioritise objectives and compromise positions 2. Identify objectives other negotiators may have 3. Research and assess the strength of the other negotiators 4. Identify potential problems in negotiations and suggest solutions to overcome them 5. Carry out negotiations in line with the commercial and ethical frameworks of an organisation 6. Carry out negotiations within limits of own authority 7. Make proposals which meet personal / organisational objectives, and those of the people being negotiated with (where possible) 8. Carry out negotiations in a way that creates goodwill and promotes a positive image of an organisation 9. Withdraw from negotiations to re-consider current position, if necessary 10. Complete negotiations in a way that creates goodwill and promotes a positive image of an organisation.
Approximate Time needed for the completion of this exercise	30 min.
Individual or group exercise	<input type="checkbox"/> Individual <input checked="" type="checkbox"/> Group
Type of methodological tool	<input type="checkbox"/> Written exercise <input type="checkbox"/> Group exercise <input type="checkbox"/> Video analysis <input type="checkbox"/> Simulation <input type="checkbox"/> Multiple choice <input type="checkbox"/> Group exercise with cards <input type="checkbox"/> Exercise using ICT <input checked="" type="checkbox"/> Role play

Methodological Tool: < EUPANEXT_LO_172_M_001>, **Negotiation role play**

Page | 1

	<input type="checkbox"/> Group discussion <input type="checkbox"/> Case study <input type="checkbox"/> Creative Group Work
Description of the exercise/Procedure	<p>This is a role play. 2 participants will negotiate, based on the following scenario:</p> <p>A food company (Company 1) wants to expand business in a new field. They want to import and sell (retail) an alcoholic drink from a company in another country (Company 2). They want to be the sole importers of that particular brand. The producing company asks for an advance payment of 500.000 Euro to grant the rights of the sole importer. Company 1 cannot afford more than 350.000 euro for this, so they need the best negotiator to seal the deal.</p> <p>The participants will have to negotiate based on all the steps they have been taught in class (slides 64-82)</p> <p>The rest of the participants will then reflect on the negotiation in a group discussion, indicating strengths and weaknesses of both sides.</p>
Exercise is accompanied by	-
Exercise solution	-
Other comments to the trainer	-