### Activity Sheet 4.4

# Negotiation role play – An extra allocation

## Group Discussion

Activity  
Group discussion – Negotiation Role Play

### Objectives

To give participants a chance to discuss, plan, negotiate and assess another type of negotiation meeting between four equal parties with different ideas

### Case info

The project parties has allocated 40.000 US$ to strengthen and support the mediation work in the Regional Conciliation Board

### Tasks

Your group has to come up with an idea for use of the 60.000 MMK. Your proposal has to strengthen the mediation work in the TCBs.

You goal is to convince your opponents that your idea is the most fruitful one and, therefore your group has to handle the funds to initiate/implement your proposal

* Build up arguments / find data
* Make a strategy
* Ensure potential alternative solutions
* Select one negotiator to participate in the meeting

### Time:

* 30minutes group session
* 45 minutes negotiation role-play + timeouts

**Each group can take five minutes time out – during time outs the group can change negotiator ones**