### Activity Sheet 2

# 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 social partners in the enterprise has been allocated 40.000 US$ to improve the function of the workplace

### Tasks

Your group has to come up with an idea for use of the 40.000 US$. Your proposal has to strengthen improve production as well as the working conditions.

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:

* 30 minutes 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**