### Activity Sheet 3.4

# Perspectives and interest of your counterpart

## Group Discussion

Activity  
Group discussion – Understanding the perspectives and interest of your counterpart

### Objectives

1. Participants can explain the meaning of productivity, profitability, CSR and decent work conditions
2. Participants are aware of their counterparts’ interest and participants can indicate the different interest among the parties.
3. Participants can explain the importance in being able to propose compromises in relation to negotiation & mediation

### Tasks

Kindly discuss and list down your answers:

1. Explain in short (bullets) what the following words/issues include and means to you (what are they composed of)?
   * + - Productivity
       - Profitability
       - Corporate Social Responsibility (CSR)
       - Decent Working Conditions
2. Explain in short (bullets) what you think the words/issues include and means to your counterpart?
3. Rank what is most important to you and what is most important to your counterpart (in your eyes)?
4. How to prepare arguments for use in negotiation and mediation when looking for compromise based on the balancing of interests?

* Each group selects a person to present in plenary
* Write your answers in headlines at flipcharts and be ready to further explain your answers in plenary

### Time:

* 1 hr 15 min minutes group session
* 10 minutes group presentation