

**A** **You have Smarties:** You may really like them, or you may prefer to have raisins. Either way you will be paired with someone else who has raisins, but for now you don't know what they would prefer. Read through these steps, think about your position and plan your negotiation. When instructed work around the room and negotiate a situation that maximises your preferred outcome, whether that's to obtain more Smarties, or trade them for a maximum amount of Raisins.

1. Set the scene with them, open up a dialogue and pre condition the other person.
2. Explore possibilities, make sure you get the full menu, explore your opponents limits and seek to understand the value they attach to the Smarties, or the Raisins.
3. Seek to influence the other party, deal with facts, in the open market a Smartie is at least twice the cost of a raisin.
4. If you've exhausted your ability to influence, perhaps it's time to concede and trade, remember it's "If...then..." Make sure you bag any concessions that come in your direction. Just be sure of your own parameters and limits.
5. Move to a final agreement, unfortunately we really don't have long, but just check you are not rushing into a decision you would later regret!
6. Take control of the summary, once it's all settled, do your trade.

If there's time you may be able to meet with one other person, negotiate and again seek to maximise your preferred outcome.

Your notes:

**B You have Raisins:** You may really like them, or you may prefer to have Smarties. Either way you will be paired with someone else who has Smarties, but for now you don't know what they would prefer. Read through these steps, think about your position and plan your negotiation. When instructed work around the room and negotiate a situation that maximises your preferred outcome, whether that's to obtain more Raisins, or trade them for a maximum amount of Smarties.

1. Set the scene with them, open up a dialogue and pre condition the other person.
2. Explore possibilities, make sure you get the full menu, explore your opponents limits and seek to understand the value they attach to the Smarties, or the Raisins.
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