



BIZ KID\$

Episode 206: The Art of Negotiation

Episode 206 Synopsis:

It can be as simple as working out the shared schedule with your brother to walk the dog. We negotiate with our parents, teachers, friends and bosses to achieve our goals. There is a strategy to arriving at a win/win for everyone.

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Biz Kid\$ Curriculum Package #206



BIZ KID\$

Episode 206: The Art of Negotiation

Biz Terms

- | | |
|-------------------------|-------------------------|
| 1. amount | 17. non-profit |
| 2. anticipate | 18. objections |
| 3. barter | 19. offer |
| 4. body language | 20. open market |
| 5. collectors | 21. opponent |
| 6. compromise | 22. partnership |
| 7. concessions | 23. petty cash |
| 8. deal | 24. recycle |
| 9. exclusive | 25. retail |
| 10. expenses | 26. silent treatment |
| 11. haggle | 27. social entrepreneur |
| 12. inflation | 28. tactic |
| 13. intended outcome | 29. value |
| 14. licensing agreement | 30. visualize |
| 15. mutual gain | 31. wholesale |
| 16. negotiate | 32. "win win" deal |

Suggestions for using Biz Terms include:

- Have students research and write dictionary definitions.
- Discuss the use of these terms in the episode of "Biz Kid\$".
- Have students construct sentences using these terms.
- Have students write paragraphs, stories, dialogs, "raps", or lyrics.



Episode 206 The Art of Negotiation

Equipment/Materials/Prep needed:

Day One and Day Two:

- TV or projection system
- DVD player
- DVD of Episode 206

Day Two only:

- Student copies of the "Family Activity Sheet".
- Student copies of the "Biz Terms" Sheet.
- Paper, pens, pencils, color markers, and highlighters for students making ads and posters.
- Computers for students to explore web sites listed.
- Guest speaker to be greeted and directed to the correct location for the session.

Preparation:

- Check to be sure needed equipment is available and operational prior to the sessions.
- Gather listed materials.
- Make an appropriate number of copies of the "Biz Terms" Sheet and the "Family Activity Sheet".
- Invite guest speaker from the local community regarding fraud and how to prevent being scammed.



Episode 206: The Art of Negotiation

Day One

Previewing Questions:

Day One Introduction

Welcome students/youth to "Biz Kid\$" and introduce yourself, giving your name and job title.

Explain that "Biz Kid\$" is a program to help people become financially educated, learn work-readiness skills, and to even become entrepreneurs...Biz Kids!!!

They can view the program "Biz Kid\$" with their families on Public Television stations all over the country, and also participate by using the "Biz Kids" web site. Today, they get to see an episode with you.

Today's pre-viewing questions:

Do you like to persuade other people to do things?

Have you ever traded an object of yours for something someone else had that you wanted, such as a food item in your lunch, a CD, a DVD, or video game?

Do you have a friend or family member who loves garage sales or estate sales for the thrill of negotiating a bargain?



Today's episode of "**Biz Kid\$**", "**The Art of Negotiation**", will demonstrate ways in which you can save money by learning the skill and art of negotiation.

From the "**Tuesday Extravaganza**" to "**Tooth Fairy Tales**", these Biz Kids have stories that will help you understand effective ways to get what you want for less!

Let's watch the show together.

Show Episode 206: "The Art of Negotiation"

Activity to follow viewing the program together:

There were many suggestions about how to negotiate successfully in this episode. Let's see if you can remember most of the tips or guidelines.

(List student responses on a blank OHP Transparency. Give students hints as needed to help them recall the guidelines listed below.)

Answers should include:

"Negotiation Check List"

- Did you both win?
- Did you set high and low amounts?
- Did you listen?



- Did you use silence as a tool?
- Did you let the other side name a price list?
- Did you visualize the end result?
- Did you prepare in advance?
- Did you accept the first offer?
- Did you compromise?
- Did you remain calm and composed, not angry and emotional?

If time permits, ask students to share what particular part of the program motivated them to actually try these techniques, and how they plan to use their new knowledge.

Thank students for their attention and participation!



Episode 206: The Art of Negotiation

Day Two Day Two Introduction

Play part of the theme music for "Biz Kid\$" from the episode intro to motivate and engage the students. Then stop the music, welcome the students/youth to today's session, and introduce yourself. If needed, ask students to please use their nametags.

Review and Connect with the Previous Session

In Episode 206, we learned that negotiation is a part of everyday life. We also learned that both sides in a negotiation have to be satisfied, and willing to do business again.

You heard adages such as "**Buy low, sell high**" and to make a negotiation a "**win win**" situation.

There was **Kegan**, the Biz Kid known as "**The Negotiator**", who owns a garage sale business called "**Grand Slam.**" Kegan and his workers run garage sales from start to finish, and they negotiate everything. His tips included preparing early; having the right value in mind before naming a price; anticipating what a customer wants to spend; never accepting the first offer; making eye contact with the customer; reading their body language; and believing in the power of negotiation!

Another Biz Kid, **Riley**, owns and operates "**Legacy Lawn Care.**" He negotiated with a customer to get an \$8000.00 mower for his business in exchange for a combination of money and service. He used the silent treatment as a technique in negotiating.



The young entrepreneurs who own and operate “**Howbowda Bagel Company**” flew to New York to meet with their vendors face-to-face. That personal meeting enabled **Dustin and Riley** to compromise with their providers on costs, and resulted in lowering the price of their bagels, thus increasing their profits.

We met social entrepreneurs **Brittany and Robbie** who founded “**Cell Phones for Soldiers**”. Their non-profit organization collects used cell phones to recycle in order to purchase pre-paid phone cards for soldiers to use to stay in touch with their families. They negotiated with AT&T to partner with them, and since doing that have doubled the amount of donations.

And finally, we learned that it’s important to stay calm and composed, not to get angry and emotional. Remain optimistic about the situation!

Activity

Students are going to separate into groups; and then create scenarios that require people to use negotiating skills.

Tell students that as a group they will create a fictitious business that they own and operate. The business can be providing a service, or producing a product. Vendors are required to supply materials to the businesses. They need to rent or lease spaces in which to operate. They also need to negotiate a loan to fund the business.

Groups will have about 15 minutes to “create” and name the business, and plan how to negotiate for specific supplies, or a lease, or a loan.

Each group will share with the rest of the class what their business is, what they are negotiating for, and finally, what the plan is for a successful negotiation.



Following a group presentation, the class may discuss the plan, and whether they think it will create a successful outcome or needs improvement.

This part of the activity will take about 20 minutes, but could go longer, so keep track of time!

1. Separate students into groups of four or five per group, depending on whether you have an even or odd number of students.
2. Each student will need their pens or pencils and an index card.
3. As soon as everyone is in a group, tell them they have 15 minutes to be ready to negotiate.
4. Also, tell them that they may not ask any questions of you for the first five minutes.

(This sends the message that you believe they have all the information they need, and are capable of completing the task successfully.)

Create an OHP Transparency labeled:

“Let’s Make a Deal!”

ACTIVITY

“Let’s Make a Deal!”

Students will separate into groups of four or five.



Task:

Create a fictitious business that provides a service or produces a product, and make a plan to successfully negotiate for supplies, a lease, or a loan for the business.

- What is your business called?
- What goods or services does your business provide?
- Will you be negotiating for supplies, a lease, or a loan?
- Who will you negotiate with?
- What are their possible concerns?
- What specific outcome do you visualize?
- What techniques will you use to bring about a "win win" situation?

1. Be prepared to present your scenario to the rest of the class.

2. You will be listening to other presentations, and offering comments or suggestions for improvement.

3. Think about how you can apply these skills to other areas of your life.

During the last few minutes of your time together, distribute the **"Family Activity Sheet"** and the **"Biz Terms"** to all students to take home and share with their families.

Thank students for their attention and participation in today's session.



Episode 206: The Art of Negotiation

Family Activity Sheet

Episode 206 Synopsis:

Discover strategies for effective negotiations with your parents, teachers, friends, siblings, and bosses. Even if you are simply working out the shared schedule with your brother to walk the dog, you'll find out how to achieve your goals and arrive at a winning solution for everyone.

Family Activities:

Discuss how families can use the art of negotiation in deciding schedules for chores, homework, sports, activities, TV time, and time on the computer.

As our economy has changed, it has become more acceptable to ask a salesperson or business owner if the price listed is the very best offer they can make.

Visit some stores with your child and try the technique. Sometimes it won't work, but it doesn't hurt to ask politely.

Local **garage sales or estate sales** are the ideal places to practice negotiating skills. Have your child try to negotiate a lower price for an item they'd like to have.

Study the "**Biz Terms**" together by creating flash cards with the word on one side and the definition on the other. Create a game to play with the cards.