

What Is Interpersonal Negotiation?

Interpersonal negotiation means that people talk about a problem. They try to think of a compromise that satisfies everyone.

Negotiation works well when people want something they can't divide, like a movie ticket. It also works well when friends have different ideas about what to do together.

Negotiation doesn't work well when someone has more power or authority than you. It also doesn't work when someone threatens you.

Check the box beside each problem that might be solved easily if the people negotiated with each other.

- ☐ 1. Paula and Rhonda are planning a party. Paula wants to invite 24 friends but Rhonda wants to invite just 4 friends.
- ☐ 2. Dan was caught cheating on a test and was sent to the office to talk with the principal.
- ☐ 3. Chloe and Dillon are studying in the same room. Chloe likes to listen to loud music while she works. Dillon prefers total silence while he works.
- ☐ 4. Darcy and Erick are doing a science project together. Darcy wants to meet briefly every day to work on the project. Erick wants to meet just once to do the whole project.
- ☐ 5. Trey wants to get an after-school job to earn money, but his mom says he is too young and needs to concentrate on his homework more.
- ☐ 6. The football coach says everyone on the team must have a *B* average. Ian doesn't think grades should matter to the coach.
- ☐ 7. Chris and Omar are going to a restaurant for a date. Chris wants to go to her favorite Italian restaurant but Omar wants to try a new Mexican restaurant.
- ☐ 8. Brad's doctor told him to wear a medical alert bracelet because he has diabetes. Brad doesn't want to wear the bracelet because he doesn't want his friends to know he has diabetes.
- ☐ 9. Sheila and Mike each want to be the first performer in the school talent show.
- ☐ 10. Carla and Nikki are shopping in a mall. Carla wants to look for shoes. Nikki wants to buy earrings.

Multiple Interpretations 2

Make at least two interpretations about what is going on in these pictures. Then compare your interpretations with two or more people.



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Paraphrasing 2

Imagine that a friend said each comment. Write a comment to paraphrase each one.

1. I'm really struggling with geometry.

2. I don't think Allison even knows I'm alive.

3. I'd love to have a whole week without any homework.

4. If we get there early, the line won't be very long.

5. It's not safe to walk in that park after dark.

6. It would be great if Tory would invite me.

7. I didn't mean to break his glasses.

8. If we take off right now, no one will even notice.

9. You're asking for trouble if you bother me.

10. Tracy was supposed to get here 30 minutes ago.

11. It bothers me when people talk about me.

Empathizing ③

Read each situation. Then check the comment that shows the most empathy for the person in the situation.

1. Derek just got his math test back and it's another *D*. He's worried he won't pass this course and it will look bad on his record.
 - ☐ a. "Why didn't you study better for the test?"
 - ☐ b. "You must be wondering if you can pass this course."
 - ☐ c. "Nobody cares what grades you got once you graduate."
2. Chantel's mom just got married again. This will be her second stepdad. Chantel doesn't know her new stepdad very well yet.
 - ☐ a. "It must be awkward to have a stepdad you hardly know."
 - ☐ b. "Just stay away from your new stepdad for a while."
 - ☐ c. "My stepdad is really great."
3. While Chip was grounded, his neighbor saw him sneak out a window and told Chip's dad. Chip thinks now he'll be grounded for twice as long.
 - ☐ a. "You should tell your neighbor to just mind her own business."
 - ☐ b. "You are anxious about what your parents will do."
 - ☐ c. "You knew you were taking a risk."
4. Ramon worked hard on his science project, but compared to everyone else's, his looked messy and he's embarrassed.
 - ☐ a. "I'm glad my project looks okay."
 - ☐ b. "Yours isn't horrible, it's just a little sloppy."
 - ☐ c. "I can tell your project took a lot of work and what you found out is more important than how your display looks."
5. When Tina watches TV, her mom always lets her little sister choose the show.
 - ☐ a. "It must be annoying to have to give in to your little sister."
 - ☐ b. "There are plenty of other things to do besides watch TV."
 - ☐ c. "Maybe you should tell your mom she isn't being fair to you."
6. Drew's family is moving away and he knows he'll miss his friends a lot.
 - ☐ a. "You should just make some new friends as fast as you can."
 - ☐ b. "It's a bummer that you have to move and we'll miss you."
 - ☐ c. "I moved two years ago and it was easy to meet everyone here."
7. Brett got a note asking him to come to the principal's office, but he doesn't know why.
 - ☐ a. "What did you do wrong?"
 - ☐ b. "Maybe he sent the note to the wrong person."
 - ☐ c. "You're anxious about why the principal wants to see you."

Reaching a Compromise 1

Sometimes a compromise is the best way to settle a disagreement. Both partners talk together and each give up something to make a deal that satisfies both of them. Here's an example:



Naomi wears trendy clothes and is proud of the tattoos on her arms. Her mom is embarrassed about the way Naomi looks, especially in front of Grandma. Grandma is coming to visit next weekend. Naomi's mom asks her to dress more traditionally and to cover her tattoos while Grandma is there. Naomi thinks it shouldn't make any difference what she wears, especially at home.

Here is one way they could compromise to settle this disagreement:

- Naomi can wear whatever she likes, as long as she keeps her tattoos covered.

For each disagreement, think of a way the partners could reach a compromise.

1. Chad and his dad eat dinner together once a week at a restaurant. Tonight Chad wants a hamburger and his dad wants Chinese food. How could they compromise?

2. Rick and Bryce both want to use the family computer for an hour tonight for their homework. They both want to work right after supper. How could they compromise?

3. Louisa and Moe share a bedroom and they have different ideas about how their room should be kept. Louisa wants everything put away neatly all the time. Moe wants to put things away and tidy up the room just once a week. How could they compromise?

4. B.J. and Mark are brothers. B.J. is in a small band that practices in his home. Mark can't concentrate to do his homework when the band is practicing. How could these brothers compromise?
