

Negotiation Teaching Materials

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The Big Party - Overview

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DISPUTE RESOLUTION INSTITUTE
Teaching Materials
Simulations

*“The Big Party”
Preparation Exercise*

Overview

This is a simple negotiation scenario designed for junior high and high school students. The scenario puts the students in the position of an upcoming negotiation with Mom, who has grounded them for two months. There are two weeks remaining on the sentence, and a big party is approaching. The student must prepare for a negotiation with Mom to try to convince her to let the student attend the party, notwithstanding the grounding. The exercise includes worksheets for identifying the interests of both parties (students and Mom) and for brainstorming possible ideas that could be part of an agreement. The in-class time for the exercise is approximately one hour. See Instructor Notes & Background for more details.

Skills Addressed: Negotiation, Conflict Resolution

Target Audience: Youth

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Source: Dispute Resolution Institute, Mitchell Hamline School of Law

NOTE: These simulation materials are available at no charge to instructors who wish to use the materials for teaching. To access the other related documents for this simulation, please contact [Jim Hilbert](mailto:Jim.Hilbert@mitchellhamline.edu). More information is available at open.mitchellhamline.edu/dri_teachingmaterials.