

CAN YOU HEAR ME NOW?

NEGOTIATION GAME *by Mark Lefkowitz* tee-up vs. 3.0

Students are divided into two groups by counting off one, two, one two etc. Group 1 are the **EMPLOYERS** and will proceed to the break out room as group 1 “The Employers”

Group 2 will be the **EMPLOYEES** and are to head to their breakout room as “The Employees”

Who is a good negotiator? Agreement maker? Discussion follows for 5 minutes with the facilitator to discuss your objective and the importance of trying to make an executed and bona fide EMPLOYMENT AGREEMENT (if at all possible). ((Bona Fide means REAL and AUTHENTIC))

The facilitator frames you to illuminate your skills, expertise, creativity, and Assets! Moreover, your preparedness, knowledge of what you want or may need, and importantly. “YOUR PRESENTATION SKILLS”

In the same breath the facilitator primes the employer to clearly demonstrate that this company is a great place to work with plenty of room for growth and advancement. An opportunity beyond compare!

The Employers are briefed, and attempts to recruit a great employee after reading the hand out. From there they will know exactly what is expected and their ability to select a winner employee candidate in every regard as to what the company needs.

MUCH OF THE SAME for the employees in group 2. They are briefed after receiving their handout. From there they will know exactly what is expected and a background of their education, their objectives, assets, and other credentials. Mostly their ability to win over the employer and be offered a much-needed job is their mission. As they enter their breakout-room they may further be divided into employee A, B, and C with slightly different agendas.

You will be given 10 minutes to read the handout and huddle together with the facilitator for the briefing.

When the huddle and the briefing have been completed you will select a partner from the other group. Employers will select an employee to interview! (Or, visa versa, employees will select an possible employer whatever happens first). You will meet one on one for approx. 15 minutes and try to make an agreement.

There is an agreement contract form available for those that might make a deal. If the deal is not to your liking nor agreeable, you can just say NO.

During the de-brief players will be asked to share their results and how it happened or not! ENJOY AND LET’S HEAR YOUR RESULTS