**INTERNATIONAL BUSINESS ECONOMICS AND MARKETS**

**Learning Outcome 3: Activity 2**

**Trade negotiations**

This role play centres around a scenario where Turkey is seeking entry into the EU.

Prepare to play one of these roles – you will need to go online and do some research. Prepare at least three good reasons, and some evidence or examples to support them.

Role 1. You are a Turkish negotiator – arguing Turkey should be allowed to join the EU now.

Role 2. You are an EU negotiator - arguing that Turkey is not yet ready to join the EU.

Your group will need an equal number of Role 1 and Role 2 players.

When you have prepared your argument, you will role play a negotiation with someone who has prepared the opposite role. Other members of the group will be the audience and will decide who has won the negotiation.

Your facilitator will put you into groups and work out how much time is available for each role play.