**STRATEGIC STAKEHOLDER RELATIONSHIPS**

**Learning Outcome 4: ACTIVITY 5**

**GROUP ACTIVITY**

**Negotiate**

Split into groups of three or four - and pair off the groups for an exercise in negotiation! Imagine that each of the groups has $1000 USD. Your group’s objective is to negotiate with the other group in your pairing for more than $1000 USD.

Follow the four stages of the negotiation process.

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| **PREPARATION** |
| **OPENING** |
| **BARGAINING** |
| **CLOSE** |