



WHERE LEADERS ARE MADE

PROJECT DESCRIPTION

Negotiate the Best Outcome

This project focuses on identifying negotiation styles, engaging in mutually beneficial discussions, and finding and building common ground.

Purpose: The purpose of this project is to learn about different types of negotiation and the strategies that can be used when negotiating.

Overview: Develop a 5- to 7-minute speech about a past or upcoming negotiation in your life. The negotiation must be one that you have participated in or will participate in. You may choose to reflect on the strategies you used or those that you believe would be the most beneficial in the future. Your speech can be persuasive, humorous, informational, or crafted in any style that appeals to you and supports your speech content.

This project includes:

- Analyzing a past or future negotiation in your life
- The Negotiation Goal Setting resource
- A 5- to 7-minute speech