

Lesson 5
How can parties use negotiation to achieve the best solution?

Lesson Objectives

Students will be able to:

- Practice their negotiation skills using the facts from *Davis v. Ann Arbor School Board*
- Evaluate the outcomes of the negotiation

Materials

- Handout 14: Negotiation Report

Lesson Assessments

- Negotiation Planning Sheet: preparation for negotiation
- Negotiation Report: summary of the students' negotiation results

Instructional Activities

Anticipatory Set

- Instruct students to meet with their partner for five minutes to review and finalize their negotiation plan and strategy.

Independent Practice

- Students will meet in their groups and will have 40 minutes to conduct the negotiation. Once students have reached an agreement, each group will complete a Negotiation Report that finalizes the details of their settlement agreement. Remind students their settlement agreement must address: whether money is awarded and the amount, if any policy changes will be made, any actions required by the school, any actions required by Kenji.
- Distribute **Handout 14: Negotiation Report** so that students can record their results.

Closure

- Students should turn in their Negotiation Reports at the end of class.