

Handout 15
Negotiation Evaluation

1. How does your solution achieve each party's goals and interests? What trade offs did you have to make?

2. What was your overall negotiation strategy? Was it effective?

3. What did you reveal to the other party? What did you keep secret? Why? How did this impact the overall negotiation?

4. What obstacles did you face in reaching an agreement? How did you overcome these obstacles?

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5. What did you learn about your opponent's bottom line and ideal solution? Which party do you think had the stronger negotiating position?

6. Are you satisfied with the settlement agreement? What mistakes do you think you made? If you could redo the negotiation what would you change?

7. What did you learn about yourself as a negotiator?