

Entrepreneurship Curricula

Negotiation tutorial: How to claim your worth

Steps:

- research
- prioritize
- map concessions
- identify needs
- find connections
- learn the stakeholders

Watch Video - <https://www.youtube.com/watch?v=VNTRz1uUc2I>

Materials: Sheet #1, 2, 3, 4

Follow-up: Presentation and discussions

YOUTHPRENEURS-LEARNING BY DOING

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Scenario#1 You are looking for a job and you need to know how much you are worth it.		
	Skills	Results
Research <i>Please find out how much you are worth it, identify your skills and results</i>		
Prioritize <i>Please list what you want to get from the negotiation</i>		
Map concessions Please identify the concessions you are willing to do		
Identify needs <i>Please identify the needs of the partners, find out how your skills, results and accomplishments can help them reach their goals?</i>		
Find connections <i>Please identify the connections inside and outside the organisation</i>		
Learn the stakeholders <i>Please identify the decision making process</i>		

Sheet 2

Scenario#2 You are negotiating something with your neighbour, try to solve a problem with him

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	Skills	Results
Research <i>Please find out how much you work it, identify your skills and results</i>		
Prioritize <i>Please list what you want to get from the negotiation</i>		
Map concessions Please identify the concessions you are willing to do		
Identify needs <i>Please identify the needs of the partners, find out how your skills, results and accomplishments can help them reach their goals?</i>		
Find connections <i>Please identify the connections inside and outside the organisation</i>		
Learn the stakeholders <i>Please identify the decision making process</i>		

Sheet 3

Scenario #3 You are negotiating your career

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Research	Skills	Results
Please find out how much you worth it, identify your skills and results		
Prioritize Please list what you want to get from the negociation		
Map concessions Please identify the concessions you are willing to do		
Identify needs Please identify the needs of the partners, find out how your skills, results and accomplishments can help them reach their goals?		
Find connections Please identify the conections inside and outside the organisation		
Learn the stakeholders Please identify the decision making process		

Sheet 4
Scenario #4 You are creating a business partnership

Research	Skills	Results

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<p><i>Please find out how much you worth it, identify your skills and results</i></p>		
<p>Prioritize <i>Please list what you want to get from the negotiation</i></p>		
<p>Map concessions Please identify the concessions you are willing to do</p>		
<p>Identify needs <i>Please identify the needs of the partners, find out how your skills, results and accomplishments can help them reach their goals?</i></p>		
<p>Find connections <i>Please identify the connections inside and outside the organisation</i></p>		
<p>Learn the stakeholders <i>Please identify the decision making process</i></p>		