



COOPERATION AND NEGOTIATION



Mrs. Doe
NC Mock High
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COOPERATION

What is cooperation?

Cooperation is when two or more people work together to achieve a common goal.

How does it work?

For cooperation to work, everyone has to be an active member of the team and do what they agree to do.



COOPERATION

What does cooperation look like?

People who are working as a team and cooperating with each other:

- Listen to each other without interrupting
- Encourage everyone to join in
- Are willing to hear and accept the ideas of others
- Are willing to change roles in the group, i.e., they may be a leader sometimes and a follower at other times
- Recognize the skills and strengths of others
- Don't compete with each other
- Discuss problems calmly
- Show respect for each other
- Take responsibility for their part of the task
- Are willing to work towards the success of the group rather than their own individual success



COOPERATION

How to be a cooperative person...

People who cooperate with each other have interesting and busy lives, get along well with others and are valued members of the community. Why? Because:

- They are good listeners
- They use good manners
- They take responsibility for their actions
- They keep promises
- They play fair and follow the rules
- They help and encourage others
- They make others feel needed and don't leave others out
- They share
- They happily do whatever is asked of them
- They are ready to sort out differences and **negotiate** so that everyone gets something they want



NEGOTIATION

What is negotiation?

Negotiation is a process where two or more people settle their differences by reaching an agreement or compromise.

Why do we negotiate?

We negotiate to resolve conflict and find a solution that is acceptable to all parties, leaving all parties feeling like they've won.



NEGOTIATION

To have effective negotiation, everyone must:

- Have the expressed goal in mind
- Use their strengths appropriately
- Brainstorm solutions
- Ask for what they want
- Consider alternatives
- Consider consequences
- Actively listen
- Be flexible and willing to change their decision if need be



NEGOTIATION

VIDEO: Teaching Children Negotiation Skills

<https://youtu.be/6ARqqqLSn4c>



COOPERATION & NEGOTIATION

Building a Consensus Activity

Let's **cooperate** with each other and **negotiate** to plan a great birthday party for Mrs. Walker!

