

# DEAL!



90 mins



Group work and pair discussion

## Content

Summaries of written texts, negotiation techniques to solve problems in a work environment

## LEARNING OUTCOMES

- understand and mediate various negotiation techniques

## LEARNING ACTIVITIES

- groups are each assigned a different negotiation technique to study and understand
- remote learners are placed in breakout rooms to discuss and analyze their assigned technique
- new groups with one representative from each original group
- representative mediates their assigned technique to the new group
- plenary voting activity (e.g. Kahoot, Mentimeter) on a mobile device ranking the negotiation techniques from most to least effective
- after ranking, groups discuss whether they agree with the results
- each group is given a work-related scenario where they must apply their assigned negotiation technique to find a solution. Groups document their solution using a collaborative writing tool (e.g. Padlet Edupad)
- all groups read and comment on each other's solutions

# TEACHING ACTIVITIES

- explain the negotiation techniques
- guide learners through group discussions and ensure they understand their assigned technique
- facilitate the mediation process in the new groups, offering corrections and feedback as needed
- moderate the voting activity and subsequent discussions
- monitor and assist with the collaborative writing task

## Materials and tools

- texts detailing a different negotiation technique
- Online voting tool (e.g. Mentimeter) for ranking activities
- Collaborative writing tool (e.g. Padlet, Edupad) for collaborative writing and sharing solutions

## Tips

Encourage the use of digital tools to foster interaction between classroom and remote learners ensuring a seamless collaborative experience.