

Worksheet for Negotiation Skills

Each team has 2 journalists, 2 editors, 1 adviser and 1 observer. You can stop the negotiation at any time to discuss it or get advice.

The situation: You want to write a story about land seizures and the violent farmer protests which have erupted over compensation. You have the story.. you have spoken to officials and farmers, you have photos, strong quotes and you know you are the only reporter with the story. Your editor is concerned the paper/station will be censored, fined or closed down if she runs the story. Before the negotiation, take some minutes on -

What are your Short-term goals?

Long-term goals?

What do you need?

Think through your arguments. What are the facts they are based on?

What options do you have?

Positions - what is negotiable, non-negotiable, your point of resistance, your area of possible agreement.

The position of the other side - what do you think the other side will be willing to accept?