

2.0 RELATIONSHIP MAINTENANCE

2.6 Negotiating

Negotiating is:

- bargaining for the purpose of coming to agreement or acceptable arrangements.
- settling a dispute by agreement.
- getting past an obstacle or difficulty in order to accomplish a common goal.
- discussing with a view to finding terms of agreement.

It is important because:

- it is a critical bargaining skill needed for daily living.
- when one is able to negotiate, one recognizes the value in the contributions of another.
- it enables one to recognize the importance of making a contribution to the group.
- it breaks a stalemate and allows a situation to move forward.
- it gives one a sense of “fairness” and “justice” in being able to both give and take in order to solve a problem.
- it teaches one that sometimes one’s own ideas must be given up for the good of others.

One would exhibit it by:

- acknowledging with another that there is a problem that both can solve by each giving in to something in order to solve the problem.
- compromising a demand.
- offering alternatives to a demand or request someone makes.
- bargaining for something and giving up something in the process.

NOTES:

Negotiating skills are critical to social development and require children to see another’s point of view. Children are typically first able to do this during their primary years. Negotiation skills require two or more people to be aware of a problem, contribute ideas for solving it, relate their ideas in a positive way, agree upon the solution, and carry it out. This is a critical life skill.

IDEAS FOR PARENTS:

- Set a reasonable rest time, bedtime, clean up time, or play time for your child--times you are willing to negotiate. Then ask your child if he/she wants to negotiate for a few more minutes. If your child gives in on a few minutes, you do the same. For example, you start out at 8:00 p.m. for bedtime. Your child says 8:30 p.m. and you agree upon 8:15 p.m.
- Negotiate the day of the week and the hour of the day you will want to have your child’s room cleaned. Show your child how to negotiate with you on the terms or conditions of the cleaning such as the days of the week, dusting only, vacuuming only, rearranging drawers or closets, cleaning under the bed, etc.
- Negotiate during mealtime with your child by giving in to one of his/her food requests as your child gives in to one of yours. For example, “You only need to eat three more carrots if you finish all of your potatoes.”
- Offer to prepare the favorite food of family members but negotiate the help you will receive from family members. This should dictate what you are willing to prepare, especially if it is a time-consuming recipe. Negotiate the help you will get before and after the meal.
- Negotiate what to do for family outings and activities. Negotiate what to do on sunny days or rainy days.
- Negotiate the price you are willing to pay for your child’s clothing. If your child wants a brand name, negotiate with him/her to pay the difference between the name brand and the generic. Let your child negotiate chores or other ways to earn the extra spending money needed for the brand name.