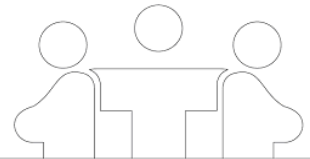




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Agincourt School Negotiation Training for Parents Draft Agenda

SESSION #1 (2 hours, parents only)

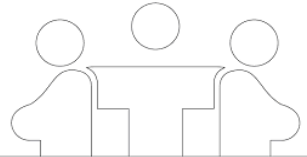
- Introductions
 - Parents introduce themselves and why they're interested in learning about Negotiation
- What is Negotiation?
 - Talk about what negotiation is, and how it's different from other methods of dealing with conflict. When do we negotiate in our lives, and what does it look like? What does it look like when negotiating with your kids?
- YOUCAN Peacebuilding Principles
 - Talk about YOUCAN's 4 main principles of peacebuilding. These principles are the foundation to YOUCAN's approach to resolving conflicts.
 - The four Peacebuilding Principles: Know Your Stuff, Respond not React, Judgement not Judgement and Listen, Listen, Listen

SESSION #2 (2 hours, parents only)

- Issues, Positions and Interests
 - What are the issues, positions and interests in a negotiation? How do we identify them? Talk about the need to focus on interests in negotiation, and why that makes negotiation more effective and collaborative.
 - Tell the orange story.
- Win-Win Scenarios
 - Do we usually look for win-win resolutions to conflict? Or do we tend to be more adversarial? Have a discussion about this, and consider which likely works best.
 - "Crossing Over" game – a game to illustrate win-win scenarios and using collaboration to negotiate by focusing on interests.
 - "Meet or Eat" game – another game to illustrate win-win scenarios and using collaboration to negotiate by focusing on interests
- Perspective and Perceptions



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- Often our conflicts, or the barriers to resolving our conflicts, stem from our different perspectives (based on our stuff), and how our perspectives influence the way we perceive a situation.
- Optical Illusions: a series of optical illusion pictures are used to illustrate how our perspective can have a dramatic effect on how we view pictures, people, situations, or conflict.

SESSION #3 (2 hours, parents with kids)

- During this session, parents and kids will do activities together based on YOU CAN's 'Junior Peacebuilder' program. Parents use the skills they have learned so far, and activities are used to teach some of the same techniques to the kids as were taught to the parents. The approach of the third session will be based on the parents teaching their kids some of the skills and information that they've learned over the past 2 sessions.
 - a. Trainers will define Negotiation for the kids in a child-friendly way, and talk with kids about the different situations in which they might negotiate (parents are with their kids for this conversation, but only to listen and be supports).
 - b. Kids and parents play a kid-friendly version of the "Meet or Eat" game, with parents explaining to their kids at the end of the game what the lesson was.
 - c. Parents and kids role-play different negotiation situations that may happen at home.