

Negotiation One – Working Mom

- ❖ You are a single working mother with a daughter who just graduated high school and is leaving for college in the fall. Up until now, you have been able to keep her happy with a very basic mobile phone for “emergencies only” and no other features.
- ❖ Since she is getting ready to leave for college, she is begging you for a more robust phone. You have decided to get her one as a surprise graduation present. She will be thrilled.
- ❖ You have also decided to speak with her about which phone you are willing to purchase and pay for monthly.
- ❖ You must decide what type of device you are going to choose based on features. (rather than brand name)

Format: You have 5 minutes to prepare your negotiation, then 5 minutes to negotiate with your daughter. Please report to the group on your outcome.



Negotiation One – College Bound Daughter

- ❖ You are the daughter of a working mother. You just graduated high school with honors and are leaving for college in the fall. Up until now, your mother has been absurdly strict about your mobile phone usage. She has only been willing to pay for a very basic mobile phone for “emergencies only” and no other features.
- ❖ Now that you are ready to leave for college, you are begging her for a phone with all the latest features. You have suffered long enough being made fun of at school for your “stone age” phone. Someone said the other day that you look like a Neanderthal. How embarrassing! You refuse to suffer any more embarrassment.
- ❖ You think you deserve a new phone as a graduation present. Over your dead body will you go off to college with this hunk of junk. Maybe you can accidentally drop it in the pond behind your house. Then again, she might not replace it with the exact same thing, or take it away completely. You don’t have any money to buy one yourself, but will someday.
- ❖ You have also decided to speak with her and make your case for why you need to upgrade your image at college instead of being totally embarrassed as a freshman with the dumbest looking phone on planet Earth.
- ❖ You must decide what type of mobile device you are going to beg her for and why.

Format: You have 5 minutes to prepare your negotiation, then 5 minutes to negotiate with your mother. Please report to the group on your outcome.



Negotiation Two – The Hills

- ❖ About four years ago, you and your significant other purchased a nice 30 acre parcel of land with a water view. This is your dream house! How exciting! You can't wait to get started decorating and preparing your gardens. The land is located in your hometown, the place you've never left. It feels great to have finally "made it" so you can show the world how successful you are. You are thrilled to be empty nesters and finally settled on this beautiful piece of land with a water view.
- ❖ Your water view traverses another property owner's field (The Field family). They own about 12 acres that run perpendicular to your view. You love the fact that you can exercise your view easement legally since having a water view boosts your property value significantly. This gives you control, which you like.
- ❖ Your view easement indicates that you are responsible for mowing their yearly as per your neighborhood association covenants. Near the field, you decide to have some of the young trees cut down because you know in a few years that they will grow up and completely block your view. Your landscaping service takes care of this. Luckily, the Field family is on summer vacation and not around to micro-manage the job.
- ❖ Just last month both sets of parents have been placed in nursing homes and business is down. Reluctantly, you have decided to sell your dream house because you can no longer afford it. The realtor has told you to "exercise your full rights vis-à-vis the view easement" so that they can market your house with panoramic water views. This should yield a significantly higher asking price for your property.



- ❖ You notify the Fields that you will be cutting trees down on their property within the next week. You need their permission for your tree cutting service to enter their property. (They made a big stink about getting the field mowed last time.) You notice the red message light illuminated on your answering machine after caller ID indicates a phone call from the Fields.

Format: You have 10 minutes to prepare your negotiation, then 15 minutes to negotiate. What would a one-text agreement look like? Try to get a signed agreement!

Negotiation Two – Team B – The Fields

❖ You and your significant other moved to New Hampshire from the Boston area seven years ago. You were tired of being jammed onto a noisy, postage stamp backyard. You found a beautiful house on 12 acres of land. The abutting undeveloped 30 acre parcel of land next to you is for sale, but you can't afford to buy it. You value your privacy and the beautiful green surroundings. Although you could have a water view, you prefer to keep the trees in tact since it blocks road noise and gives you more privacy.

❖ Four years ago a local family purchased the land next to you to build their McMansion. You had to put up with heavy construction equipment up and down the driveway all summer and the constant noise. Also, they damaged your shared driveway and refused to fix it blaming it on the rain and erosion. After many requests, they finally relented and minimally repaired the quarter-mile driveway mostly on your property.



❖ Recently, you received an e-mail from the Hills stating that they were about to put their house on the market. It stated that they had contacted their attorney and the survey company. They will be cutting trees soon to exercise their full view easement. Three years ago, they already came on your property without permission and cut down 75 trees. You are not pleased that more butchering is about to take place. They have a legal right to their view easement, but they already have a water view. You can't understand why cutting more trees down is going to help. You need to respond to their request for the tree service to come out in the next week.

Format: You have 10 minutes to prepare your negotiation, then 15 minutes to negotiate. What would a one-text agreement look like? Try to get a signed agreement!