

Why negotiation fails – a consensus task

Task one:

Individually list on flip chart the top 10 reasons a negotiation fails - in priority order.

Think carefully about this, as you will be seeking to get whole group agreement on as many of your thoughts as possible.

You have 15 minutes for this.

Task two:

Display and share thoughts within the larger group.

Agree on a joint listing of the top ten from the individual charts – exactly as written.

Award points on the basis of 10 for the agreed number 1 down to 1 for number 10.

Allocate points to each person to determine the most successful.

You have 30 minutes for this task.

Task three:

Debrief the learning from the task:

What questions will help us extract the learning from this activity?

What answers do we have to your own questions?