

Negotiation skills exercise

Each of the parties has £1000 pounds. Your group's objective is to negotiate with the other group for more than £1000 pounds.

Follow the five stages of the negotiation process.

Negotiation skills exercise The Charity Donation

Background

Every year a wealthy benefactor allocates a sum of money to charity. There are no strings attached to the donation. She worked with a team of people to help her decide how to allocate money.

Your brief

Your team should negotiate with the other teams to secure the funds you need - referred to the briefing sheets. The overall sum of money available is £100,000. It is known that traditionally the benefactor and her team prefer to give out large lump sum of money rather than lots of small amounts; but also that they usually want their award of money to have the maximum impact for the most people. The benefactor and her team are busy people and would like the charitable organisations to negotiate amongst themselves and come up with their own agreement as to how the funds should be allocated.

Briefing sheet one AIDS foundation charity

You represent an international AIDS foundation charity whose aims are to:

Provide information and advice guidance education across the globe to those suffering from or concerned about AIDS/HIV

Establish dedicated care facilities in three countries for people in the advanced stages of AIDS.

This year you are seeking to fund the following

- Train 5 AIDS/HIV counsellors in your local area. Total cost £25,000
- Equip a small ward attached the local hospital specifically for AIDS sufferers. Total cost £95,000

Briefing sheet two animal welfare charity guide dogs for the blind
You represent an animal welfare charity which provides guide dogs for blind people in the United Kingdom.

This year you are seeking to fund the following

Purchase 15 new dogs and train them and their users total cost £45,000

Refurbish your existing blind dog training centre in order to increase its size and improve your somewhat outdated facilities total cost £75,000

Reflective collars for guide dogs 1000 collars at £2.50 each

Briefing sheet three local church community action programme

You are members of your Local church community action programme. The aims of your charity are:

To run a job club the long-term unemployed

To offer a counselling service to and for the whole community

To provide a 'friendly club' for the elderly and infirm

This year you would like to fund the following

Travelling expenses for those attending job interviews total cost £10,000

Purchase of two computers with printers and software, one for the administration of the counselling service and the second for the use of job club members total cost £6,000

Purchase a photocopier for general use and the use of job of members total cost £5,500

Purchase a customised minibus with wheelchair access for the friendly club total cost including insurance and one year's maintenance £30,000

Provide fully funded two-day trip to Blackpool for 30 elderly and infirm local residents total cost £24,000 including salary costs for the carers

Briefing sheet four Royal National lifeboat institution

You represent the local branch of the RNLI. Last year over 1,500 people were saved from the seas around the UK.

You are seeking to fund

A new faster and more reliable electric winch system for the lifeboat house ramp total cost £35,000

New improved GPS radio system for the two lifeboats total cost £6,000

Training courses on resuscitation techniques for all volunteer lifeboat personnel estimated cost £1000 per person. You have 24 volunteers but some are more active than others.

New public donation marketing campaign to encourage members of the public to make financial donations to support the work of the RNLI total cost £4,500

Briefing sheet five UNICEF asthma campaign

UNICEF seeking funding to set up a national UK asthma screening scheme.

You seek funding for

Mobile asthma clinic to tour the UK total cost £42,000

Salary costs for the staff for the above clinic total cost £35,000

Insurance and fuel costs for the mobile clinic £8,000

Funding for research into the incidence of asthma in migrant agricultural workers total cost £47,000

Daytrip to the seaside for local asthma sufferers £3,000

Purchase of 10,000 asthma inhalers at £3 each

Funding for an information leaflet for members of the public to inform them about asthma 100,000 leaflets at 10p each