

The Negotiation Game (Your first apartment)

Objectives:

This purpose of this lesson is to teach students negotiation and budgeting skills.

Time:

1 hour

Materials:

1. "Role Sheet"
2. Expense Cards
3. Dice

Activity: The Negotiation Game

The idea of this activity is for students to learn about real world expenses when they get their first apartment and to be able to negotiate with others their wants and needs.

Prior to activity:

1. Ensure that you have all the materials above

Roles of Facilitator(s) and Volunteers

1. **Facilitator** – ensure that all groups understand the activity; answer participants' questions

Start of Activity

1. Divide the students up into groups of 2 or 3

Leader's Notes - Once you have divided participants into groups, begin the activity by explaining the following

1. This game is called the "Negotiation Game"
2. The students are negotiating with their roommates about how they should spend the \$500 left in the household budget.
3. Place the "Household Expenses for each Roommate" Card in the middle of the table
4. Pass out role cards to each person in the group
5. Place the Expense cards in a pile
 - Each person will pick up the expense cards in turns
 - Students may choose who goes first by rolling a dice (*the person with the highest number goes first*)
6. When a person picks an expense card they should do the following...
 - If the expense item is on the person's role card then they have to convince everyone in the group why they should pay for that expense on the card
 - If the person convinces the group then they should keep the expense card.
 - If the expense item is not on the person's role card then they have to convince everyone in their group why they should not pay that expense on the card
 - If the person does not convince the group then they should put it in a "no expense" pile.
7. When another person picks up a card the other group members should do the following...
 - If the expense item is on the person's role card then they have to convince everyone in the group why they should incur that expense on the card
 - If the person convinces the group then they should keep the expense card
 - If the expense item is not on the person's role card then they have to convince everyone in their group why they should not incur that expense on the card
 - If the person does not convince the group then they should put it a "no expense" pile
8. Continue to play the game.
9. The person with the most cards at the end of the game wins.

Household Expenses for each Roommate Monthly

Rent	\$300 per person
Electricity	\$20 per person
Water	\$15 per person
Home Phone	\$15 per person
Groceries	\$30 per person
Transportation	\$35 per person
Savings	\$50 per person

After each person has paid for their expenses, the household has \$500 to spend.

Player 1 _____
(Your name)

- **\$40 for eating out**
- **\$80 to wash clothes at the laundry matt**
- **\$180 for everyone to have a cell phone**

Player 2 _____
(Your name)

- **\$45 to buy new DVD's for the house**
- **\$60 for a house cleaner once a week**
- **\$150 for road trips twice a week**

Player 3 _____
(Your name)

- **\$40 for wireless Internet**
- **\$60 to go to parties**
- **\$100 to host house parties**

Player 4 _____
(Your name)

- **\$50 to have a house picnic**
- **\$80 to wash clothes at a laundry**
- **\$100 to have someone give everyone a massage everyone month**

Monthly Expense Cards

\$40 for eating out	\$100 to have someone give everyone a massage everyone month
\$20 for magazine subscriptions	\$50 to have a house picnic
\$60 for a house cleaner once a week	\$80 to wash clothes at the laundry matt
\$85 for Satellite TV	\$40 to buy new DVDs for the house
\$100 to host house parties	\$45 to buy new CDs for the house
\$40 for everyone to have separate phone lines	\$30 for the house to have a movie night
\$80 for a dog	\$60 to go to parties
\$50 for household cleaning supplies	\$80 for a cook to come in once a week
\$40 for wireless Internet	\$150 for road trips twice week
\$180 for everyone to have a cell phone	\$40 for goldfish