Read the text then answer the questions :

How to negociate

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an article by Joshua Thomas

Being a teen... and being good at it!

Got a problem? You could try negotiating...

But first, let's be clear about it! Learning how to negotiate is an important skill in life. But don't confuse that with bickering or challenging authority. Rules are not all bad: they are there to protect you, mainly.

Negotiating is a bit like a chess game: there are **clever moves** and **silly moves**. And you don't want to be checkmated, do you?

Clever moves

1. **State what the problem** is or what you want and explain the reasons why.
2. **Allow others to speak their minds.** Listen to their arguments: accept them if they are good, or calmly explain why you don't agree! Ask them if there's anything you can do to change their minds.
3. **Compromise!** Make promises or a few suggestions. Make it a win/win situation: give something and you'll get something in return.

Silly moves

1. Interrupting others when they are speaking and refusing to listen.
2. Screaming, yelling, crying, using bad language, running away or slamming doors. Who can take you seriously after that?
3. Refusing to compromise. That would make others feel they are the losers... and nobody likes that!

Finally, if people accept your compromise, **thank them** profusely and don't forget to **keep your promises!**

Let us never negotiate out of fear, but let us never fear to negotiate.

John F. Kennedy, Inaugural Address, 1961

Related links:

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1. **Read the website article above and find the English for...**

Contester l'autorité : ..... des chamailleries : .....

LIVEWORKSHEETS

Présenter le problème : .....

Dire le fond de sa pensée : .....

Changer d'avis : ..... Couper la parole : .....

Hurler : ..... pleurer : ..... Pousser des cris perçants : .....

Partir en courant : ..... claquer les portes : .....

Faire des compromis : ..... tenir ses promesses : .....

2. Read the article again and answer the following questions :

What is the website for ?

.....

What is it called ?

.....

What can you get there ?

.....

3. According to the website there are 'silly moves' and 'clever moves'. What do they advise* you to do? Fill in the table below :

When negociating....	
you should...	you shouldn't...

**conseiller*

LIVEWORKSHEETS