Labor Day Lesson Plan: Unions Today
http://www.pbs.org/newshour/extra/lessons_plans/negotiation-labormanagement-simulation

“Negotiation”: A Labor/Management Simulation

Application for Negotiator Role

Your name___________________________ pd.__________

Job Description

1. You must be able to work well with other members of the negotiation team.
2. You must be able to speak clearly and forcefully on the issues with minimal notes and preparation (i.e. comfortable “winging it”)
3. You must be a “team player,” placing group goals over personal opinions and feelings.
4. You must be willing and able to LISTEN to others, even those with whom you disagree.
5. You must be able to make arguments based on fact/reason over emotion/exaggeration.
6. You must accept the simulation goal of using compromise to make progress and achieve the objectives of your team- hopefully ending up in a “win-win” mode

*NOTE: No special outside research or preparation is required or needed to apply for this job.

In the space below, explain why you should be the teacher’s choice for one of the Negotiators for your team. Make a strong case for yourself!
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Application for Team Leader Role

Your name___________________________ pd._________

Job Description

1. You must be able to focus on the task and take the job seriously.
2. You must be able to keep team members on task.
3. You must be able to lead the pre-negotiation session and lead your team to consensus on its top 6 priorities from your “demand” list of 12
4. You must be prepared to make a clear, forceful, focused opening statement to the class establishing your team’s start-up bargaining position. This must be done with minimal prep time and using an outline or notes only! Length of prep time: about 15 minutes. Length of opening statement: 2 minutes max.
5. You must be able to help your negotiating teams clarify and communicate your team’s arguments/defenses because you personally will not be a Negotiator. These advice sessions will occur between rounds of negotiations.
6. If negotiations should need to go a fourth round you must be able to choose a final round “all-star” negotiating team (with advice from your team).

*NOTE: No special outside research or preparation is required or needed to apply for this job.

In the space below, explain why you should be the teacher’s choice for the Team Leader. Make a strong case for yourself!