

Lesson Plan

NEUROHEADWAY

Neuroscience Into Education

Target Audience: KS 2 Pupils (ages: 7-11), KS 3 Pupils (ages: 11-14), KS 4 Pupils (ages: 14 – 16), KS 5 Pupils (ages: 17 – 18).

Target Audience: KS 4, KS 5

The content you provide should include at least one of each element below, plus ideas for activities that can be done in the classroom for the relevant age group. Please provide content that will flow as a one hour lesson plan (ideally made up from 3x twenty minute 'bitesize' activities) and that has an evaluation assessment at the end of the module, for teachers to complete.

1. Lesson plan text for the teacher.

The teacher must distribute a sheet of paper to the students, where the students write a paragraph describing a conflict situation presented to them at school or in the classroom. They must relate what he did to solve the situation, or if there was no negotiation between him and the other students involved. They should express their opinion on the attitude of the teacher in this conflict.

The teacher will read in the room all the opinions elaborated by the students and a discussion will be conducted by the teacher, on all the opinions elaborated by the students.

At the end of the presentation of the Power Point students should answer the following questionnaire:

1. What is a negotiation?
2. What are the elements of a negotiation?
3. What are the types of negotiation according to the people with whom it interacts.

A.- The objective of this activity is: To check students' understanding of the subject.

Power point

Example

NEGOTIATION: DEFINITION

NEGOTIATION is a process between two parties where there are two different positions on the same subject, the two parties want to reach an agreement and for this they communicate by exchanging proposals and concessions.

Its objectives may be to resolve points of difference, gain advantages for a person or group, design results to satisfy various interests, improve current situations, resolve conflicts or reach a neutral point of information.



ELEMENTS OF THE NEGOTIATION

Negotiation involves an interaction effort aimed at generating benefits.

This definition includes the essential elements of the negotiation:

It is an **INTERACTION** effort.

It aims to generate **BENEFITS**.



INTERACTION

This factor is very important, since it alludes to the human reality of the parties involved, with their different personalities, realities, needs, emotions and ways of thinking.



In a negotiation one has two or more people trying to generate benefits for themselves, for someone else or for an organization that they represent, but they do it from their own human reality, with their emotional and psychological implications, with their thought forms and patterns of behavior.

That makes this interaction an essential factor in the negotiations and from which many of the situations that usually or can arise within them are derived.

BENEFITS

The possibility of producing profits is the substance that gives rise to a negotiation. **A human interaction that does not aim to generate benefits, is not a negotiation.**

The **Harvard model of negotiation** "suggests that the creation of mutual benefits defines the negotiations; in fact, mutual benefits are a goal, but they do not define negotiations.

