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| Brief description |  | Participants deal with their own case studies and learn to reformulate them as best practice examples. |

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| Goals |  | * Apply the negotiation culture approach to concrete cases * Identify necessary competences for negotiation culture * Find meaningful proposals for creating a common basis of understanding and a space for interaction |
| Time |  | Approx. 45-60 min. |
| Method |  | Culturally unspecific;  interactive |
| Material |  | * Worksheet |
| Implementation |  | The participants discuss their own culturally reflective case studies in small groups. In turn, one participant presents two case studies, one "best practice" (a) and one "worst practice" (b) example.   * For (a) the rest of the group works out the competences and negotiation strategies that come into play in the example. * For (b), the rest of the small group reformulates the case into a best practice example using the model and approach of the negotiation culture. Alternative solutions may also be discussed and worked out. |
| Notes |  | n/a |
| Source |  | Annika Schmidt/Andrea Voigt |

## Task

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| Personal best and worst practice examples Recall two cases from your own experience that you would like to bring in as "best practice" and "worst practice" examples.  First discuss the best practice example based on the model and approach of the negotiation culture.   * In what way is it a best practice example? Consider the following aspects: Contextual factors, objectives, areas to be negotiated. * Furthermore, what competences and negotiation strategies can you identify?   Now discuss the worst practice example using the model and approach of the negotiation culture.   * How could it be transformed into a best practice example? Consider the following aspects: Contextual factors, objectives, areas to be negotiated. * In addition, what competences and negotiation strategies could be useful or beneficial for the situation?   Discuss the examples in your group and record your findings in writing.  Source: Annika Schmidt/Andrea Voigt |