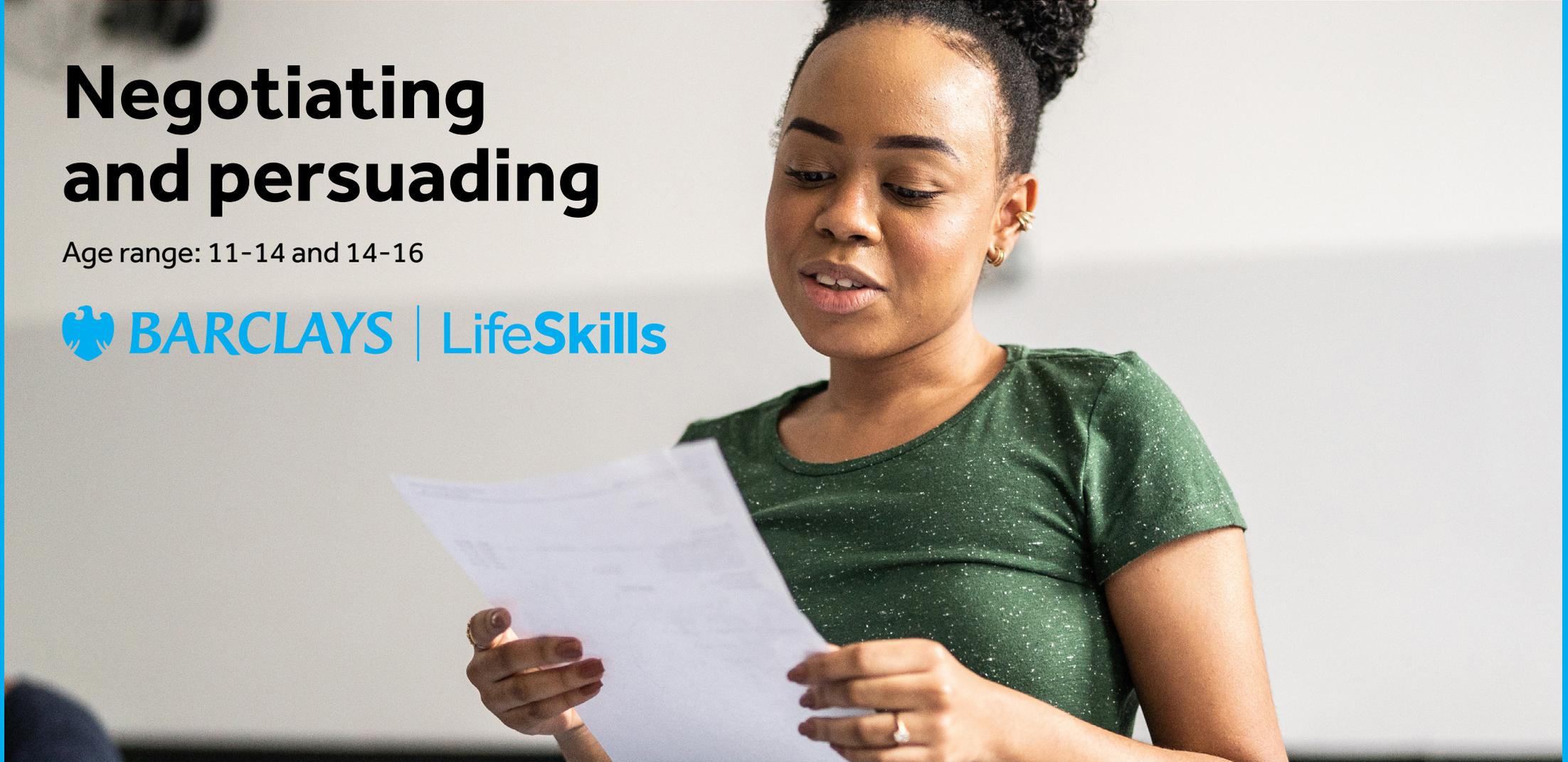




# Negotiating and persuading

Age range: 11-14 and 14-16

 **BARCLAYS** | LifeSkills



# Definitions: negotiate and persuade



## Negotiate

To try to reach an agreement or compromise by discussion; to find a way over or through an obstacle or difficult route.



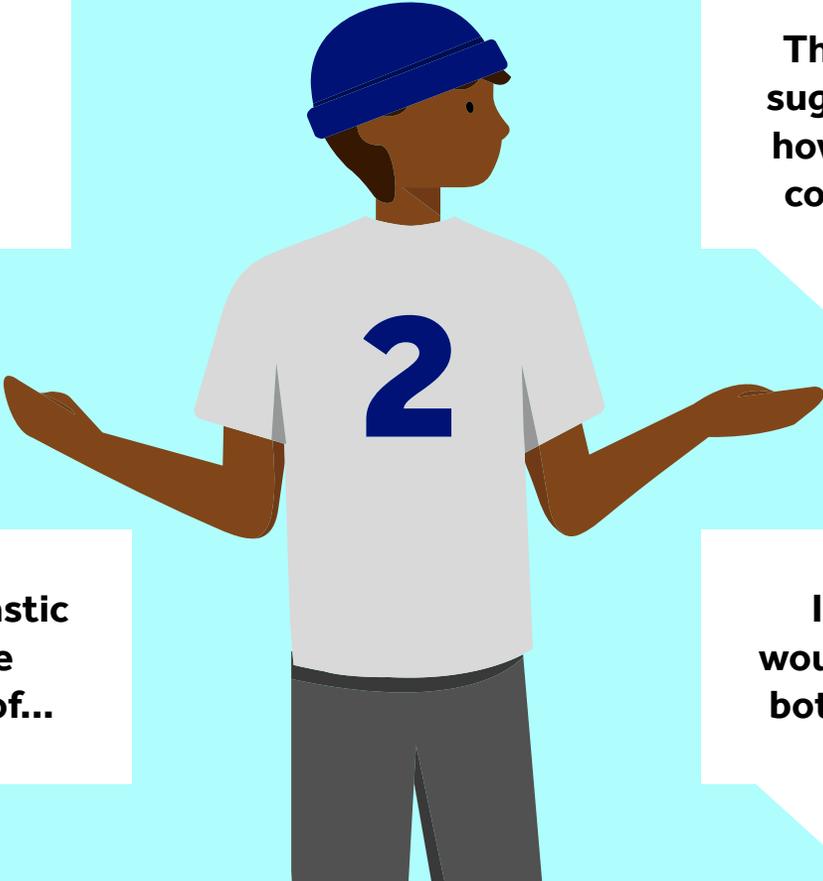
## Persuade

To encourage someone to do something through reasoning or argument.

# Positive ways to begin negotiating or persuading

## Persuasion examples:

## Negotiation examples:



**I think it would be great if we could...**

**I believe you'll really see the benefits of this idea because...**

**I'm enthusiastic about the outcomes of...**

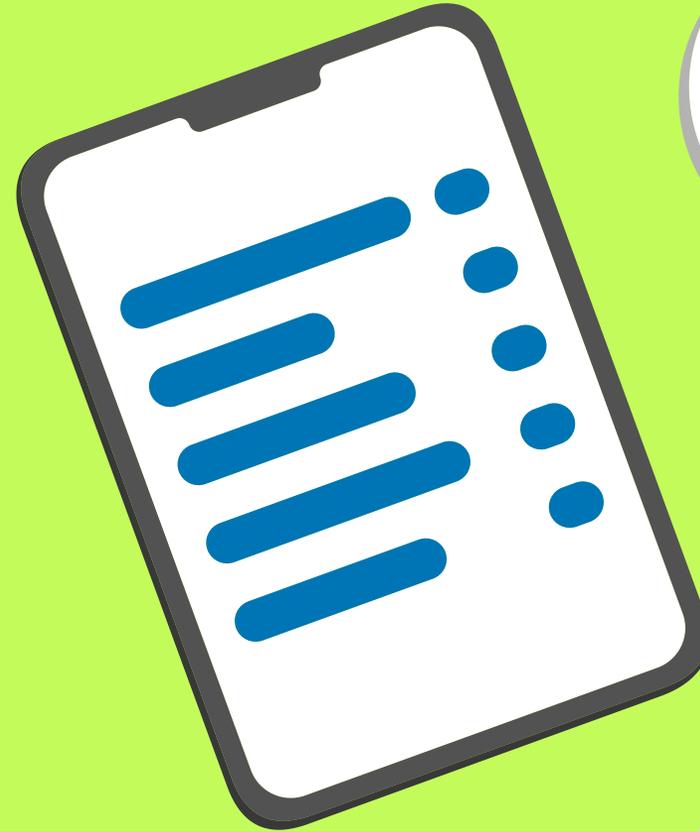
**This is a great suggestion, but how about also considering...**

**I think this would benefit us both because...**

**Whilst this is an interesting/valid point, I'd also suggest...**

# Top tips for negotiating or persuading

- Communicate clearly in an appropriate style
- Highlight the benefits
- Use evidence to support the idea
- Think from the other person's perspective
- Look for areas of compromise
- Use positive body language
- Be enthusiastic



# Action: persuasion

Persuasion and negotiation help you to achieve your goals by convincing other people to support your ideas.

What I want to do	Who do I need to persuade?	Will I need to negotiate? If so, how?
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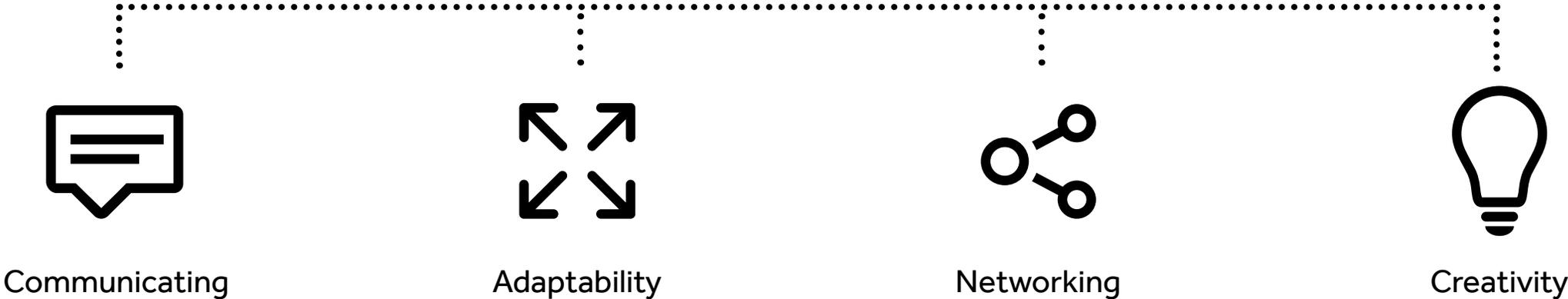
Now write down your arguments as to why it is a good idea and what the benefits are to the person/people you need to persuade.

Why my suggestion is a good idea	What are the benefits to them?	How will I ensure effective and positive influencing?
1.	1.	1.
2.	2.	2.
3.	3.	3.
4.	4.	4.
5.	5.	5.

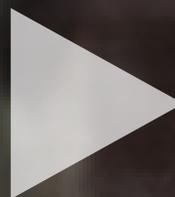
# The ingredients needed to be enterprising



# Enterprise skills needed for persuading others



# Lucy and Julius's enterprise stories



# Negotiation, persuasion and enterprise in different situations

Where can negotiation, persuasion and enterprise skills be demonstrated in...



**The workplace?**

**Everyday life?**

**The community?**

**Job applications?**

