**Module 5**

**Prepare for Negotiation**

**Conflict Styles Assessment**

A survey which can help analyze the various styles or tendencies of conflict which can help you identify how you might want to approach conflict differently.

<https://www.usip.org/public-education-new/conflict-styles-assessment>

**How to Improve Communication Across Generations at Work**

This blog provides resources on communication preferences, challenges, and improvements to communication between various generations.

<https://pumble.com/blog/improve-communication-across-generations-at-work/>

**Learn the Powerful Skills of Nonviolent Communication (NVC)**

A list of resources to learn, read, and be inspired about nonviolent communication.

<https://www.nonviolentcommunication.com/resources/>

**How You Can Use Non-Violent Communication: 4 Part Process**

The 4-Part NVC Process can guide you to express how you are or receive how another is.

<https://www.nonviolentcommunication.com/wp-content/uploads/2021/11/4part_nvc_process.pdf>

**Practical Tips on How to Respond Instead of React**

This video and webpage describe the difference between responding and reacting. Once you have watched the video, the article will teach you how to develop better response skills.

<https://www.happyandauthentic.com/practical-tips-on-how-to-respond-rather-than-react/>

**The Art of Negotiating for Your Farm Business**

Here are ten things to consider when preparing for farm or ranch negotiations.

<https://farms.extension.wisc.edu/articles/the-art-of-negotiating-for-your-farm-business/>

This resource includes:

**Guidance In Determining Equitable Agriculture Land Rental Value**

<https://farms.extension.wisc.edu/articles/guidance-in-determining-an-equitable-agriculture-land-rental-value/>

**Negotiation Worksheet**

This worksheet provides a guide to help you think through your upcoming negotiation(s).

<https://womeninag.extension.org/wp-content/uploads/2019/11/Negotiation-Worksheet-1.pdf>

**The Essentials: Negotiating Strategically**

A podcast from Harvard Business Review on Negotiation from an entrepreneur’s point of view, plus research-backed advice from an expert.

<https://hbr.org/podcast/2021/05/the-essentials-negotiating-strategically?fbclid=IwAR2MPQ8wAeGCONjtu5GWn5bTTfJnW6keRlBefTaIko1zjAJiq3xSaj6vQhQ>

**The Four Basic Styles of Communication**An informative sheet outlining the four different styles of communication, and characteristics of each.

<https://www.uky.edu/hr/sites/www.uky.edu.hr/files/wellness/images/Conf14_FourCommStyles.pdf>