**Module 5: Prepare for Negotiation**

**Student Learning Plan**

**Workshop Description**

This module prepares participants for the types of conversations they will have during a transfer negotiation. Participants will plan to negotiate, practice communication skills to reach agreement and prepare to manage stress.

**Prerequisites**

Module 1: Vision and Values Worksheet, Needs Assessment Worksheet, SMART goals worksheet, Asset Inventory Worksheet

**What you will learn**

1. Define who is involved and what you need from a negotiation.
2. Prepare to support your position.
3. Identify behaviors that maintain trust.
4. Practice effective communication skills to reach agreement.
5. Manage stress in negotiations.

**Important Assignments**

* Complete your Next Steps to a Farm or Ranch Action Plan

**Workshop Activities**

1. Participate in introductory activities and review learning objectives.
2. Participate in a group introduction to negotiation scenarios.
3. View a presentation on setting yourself up for success in negotiation.
4. Complete the Prepare to Negotiate worksheet.
5. Participate in a presentation and discussion on communicating to reach agreement.
6. Practice communication, trust and point of view skills to use in negotiation conversations.
7. View a presentation on managing stress in negotiations.
8. Practice skills to reduce stress and maintain calm in negotiations.
9. Plan to move ahead with your next steps to a farm or ranch Transfer.