

## CUSTOMER-SUPPLIER NEGOTIATION

A micro processor manufacturer is negotiating a sale with a computer manufacturer. Various issues will be negotiated. You will earn points depending on the outcome. Remember, think of your priorities. You have done very well if you get 13 points.

You play the role of the COMPUTER MANUFACTURER

ITEMS TO NEGOTIATE		POINTS
<i>PRICE</i>	\$90	3
	\$100	2
	\$110	1
<i>DISCOUNT</i>	10% for >1000	4
	10% for >2000	2
	10% for >5000	1
<i>DELIVERY</i>	3 DAYS	5
	1 WEEK	3
	2 WEEKS	2
<i>PAYMENT</i>	30 DAYS	1
	60 DAYS	2
	90 DAYS	3
<i>WARRANTY</i>	6 MONTHS	1
	12 MONTHS	2
	18 MONTHS	3

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A micro processor manufacturer is negotiating a sale with a computer manufacturer. Various issues will be negotiated. You will earn points depending on the outcome. Remember, think of your priorities. You have done very well if you get 13 points.

You play the role of the *MICRO PROCESSOR MANUFACTURER*

ITEMS TO NEGOTIATE		POINTS
<i>PRICE</i>	\$90	2
	\$100	3
	\$110	5
<i>DISCOUNT</i>	10% for >1000	1
	10% for >2000	2
	10% for >5000	3
<i>DELIVERY</i>	3 DAYS	1
	1 WEEK	2
	2 WEEKS	3
<i>PAYMENT</i>	30 DAYS	4
	60 DAYS	2
	90 DAYS	1
<i>WARRANTY</i>	6 MONTHS	3
	12 MONTHS	2
	18 MONTHS	1

## EMPLOYER/ EMPLOYEE NEGOTIATION

A candidate for the position of Sales Manager was recently told that he has been successful. The candidate is now meeting with the Personnel Manager to negotiate the terms of his contract. Several issues will be negotiated and each person will earn points according to the agreement settled. You may consider that you have done well if you get 10 points. Remember, think about your priorities.

You play the role of the EMPLOYEE

ITEMS TO NEGOTIATE		POINTS
<i>SALARY</i>	250K/year	1
	300k/year	2
	350k/year	3
<i>COMMISSION</i>	5%	2
	10%	3
	20%	5
<i>HOLIDAYS</i>	30 days a year	1
	32 days a year	2
	34 days a year	3
<i>PERKS</i>	LARGE COMPANY CAR	1.5
	SMALL COMPANY CAR	1
	SHARE OPTION SCHEME	1
	PRIVATE MEDICAL INSURANCE	0.5
	EXPENSE ACCOUNT AND CREDIT CARD	1

## EMPLOYER/ EMPLOYEE NEGOTIATION

A candidate for the position of Sales Manager was recently told that he has been successful. The candidate is now meeting with the Personnel Manager to negotiate the terms of his contract. Several issues will be negotiated and each person will earn points according to the agreement settled. You may consider that you have done well if you get 10 points. Remember, think about your priorities.

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<i>HOLIDAYS</i>	30 days a year	3
	32 days a year	2
	34 days a year	1
<i>PERKS</i>	LARGE COMPANY CAR	1
	SMALL COMPANY CAR	2
	SHARE OPTION SCHEME	-1
	PRIVATE MEDICAL INSURANCE	1
	EXPENSE ACCOUNT AND CREDIT CARD	-1

# NEGOTIATION GAME

Distribute the cards evenly among the four players.

Each player should have seven cards.

The object of the game is to get as many of a particular kind as possible.

The players can negotiate and exchange cards with another person as much as they like.

After a few minutes they cards will be scored as follows.

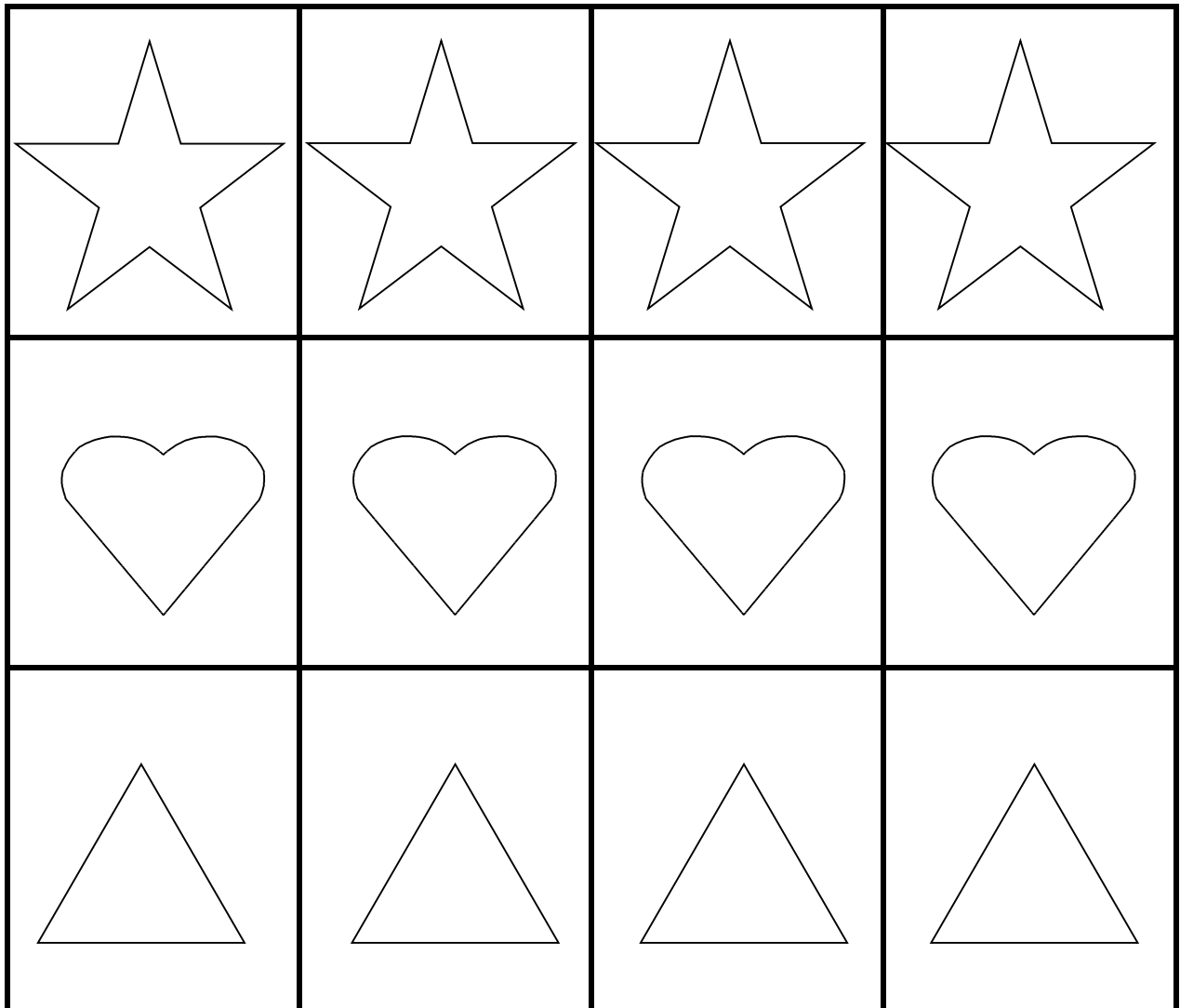
1 of a kind = 1 point.

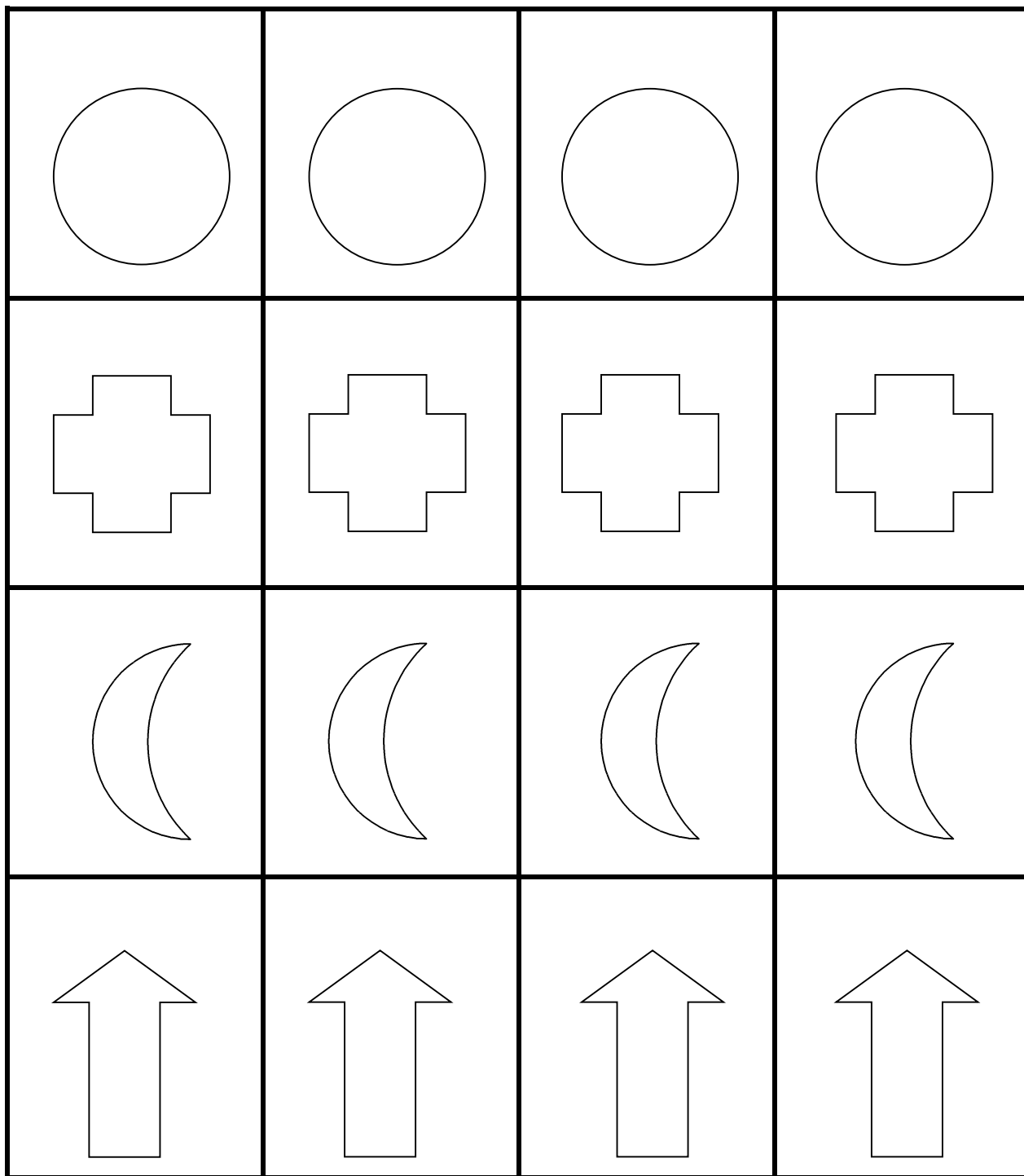
2 of a kind = 3 points.

3 of a kind = 5 points.

4 of a kind = 8 points.

The player with the most points wins.





## CARD EXCHANGE PUZZLE

This is a card puzzle for a group of two or three learners. Deal out the cards into four groups on the table. Turn them face upwards and spread them out so that all the cards in each group are visible. The object is to exchange cards between groups until you have four groups of cards, each having only one type of card in it. In an exchange between groups, any number of cards may be swapped and not necessarily the same number from each group.

### PUZZLE

Working together, try to complete the task and *keep the number of exchanges to a minimum* i.e. the number of times cards are exchanged between groups- not the number of cards exchanged. What is the smallest number possible? Will it always be this number?

