



Negotiating in Relationships

LGBTQ+ *Pride Series*

WELCOME! Class will start soon.

While you wait, please feel free to use the chat box to write your name, pronouns, and where you are Zooming in from!

WHAT TO EXPECT

- We will be muting everyone to reduce background noise.
- Please use the chat box for immediate questions or responses. We will have a formal Q&A at the end.
- Please treat each other with respect and respect everyone's right to confidentiality.
- Class format: some lecture, some dialogue, some move around!



ABOUT IMPACT

IMPACT is a nonprofit organization that works to prevent violence and abuse by giving people the tools to protect their safety and advocate for healthy relationships and respect in their communities and society.

For more information, visit us at:

impactboston.org



*What is a
negotiation?*



A NEGOTIATION IS...

- A discussion aimed at reaching an agreement.
- The goal is to find a compromise or agreement that satisfies both parties.
- Negotiation is based on fairness, mutual benefit, and maintaining the relationship.
- If the issue is a boundary you are trying to set, negotiation may not be appropriate.



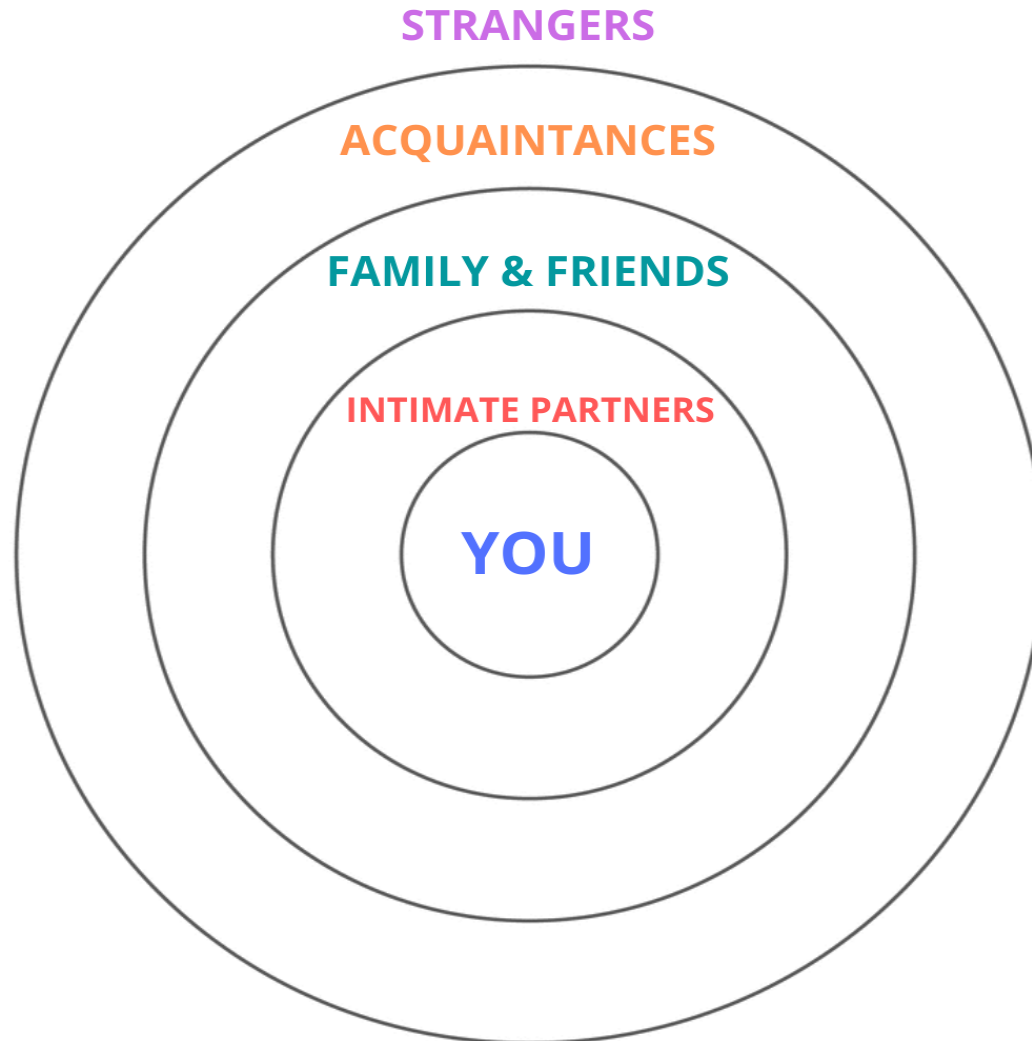
Compromise: An agreement that is reached by each side making concessions.

Example: I want Indian food (they dislike it), you want BBQ (I'm vegetarian) – let's just get Japanese food.

Quid Pro Quo: Something given or received in exchange for something else.

Example: They can pick the movie if I can pick the restaurant.

NEGOTIATIONS AND RELATIONSHIPS





Recall an example of a time you were involved in a negotiation.

What were you negotiating?

Who were you negotiating with?

COMMON EXAMPLES OF NEGOTIATIONS

Strangers:

- How much to pay for something/“haggling”

Friends:

- Activities/outings
- Where to go on vacation

Co-workers/Boss

- Pay
- Division of work
- Sharing space

Spouse/Partner:

- Finances
- House chores
- Where to spend holidays
- What to watch on TV
- Sharing a car

Family:

- Who hosts get-togethers
- Caring for aging parents
- Holidays

STEPS FOR NEGOTIATION

1. What needs to be negotiated?
2. What is your history with this person?
3. What do you WANT? *(Your ideal outcome)*
4. What are you UNWILLING to accept? *(Your bottom line)*
5. What are you WILLING to accept? *(The compromise)*

Always lead with your ideal! If you start with your compromise, there is no room to negotiate.



HOW WE COMMUNICATE

- Nonverbal communication plays a major role in any conversation. Before focusing on our words, people first notice:
 - Tone of voice
 - Body language
 - How we are sitting or standing
 - Gestures/fidgeting/natural movement-it's normal!
 - Facial expressions
- In order to communicate effectively our words, tone of voice, and body language need to be as in sync as possible.
- Even if we feel strongly about what we are negotiating, it's important that we try to present the message we want in a calm way.



EXAMPLES OF NEGOTIATIONS

Shay & Adriana will now demonstrate some examples through acting scenes.






REMEMBER...

- Negotiating can be stressful!
- It can also be rewarding, present us with opportunities, and lead to a healthy lifestyle.
- An important part of communicating effectively is managing our body's stress response.



WHAT IS ADRENALINE?

- Adrenaline is a hormone produced in the body when there is a perceived threat or danger (the threat may be psychological).
- It is commonly known as the body's flight/fight/freeze response.
- Adrenaline responses are normal survival mechanisms that can help us react quickly to uncomfortable or life threatening situations.



What changes do you notice most in your body when you feel stressed or nervous?



ADRENALINE MANAGEMENT & GROUNDING TECHNIQUES

- ❖ Finding your breathing
- ❖ Points of Contact
- ❖ Tapping
- ❖ Positive Imagery



KEEP IN MIND...

The best way to be good at
negotiating
is to PRACTICE!

Negotiating, learning to
compromise, and gaining
opportunities for ourselves are life
skills we all can continue to work at.



Questions? Connect with us!

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Support Resources:

<http://impactboston.org/resources/support-services/>

Class Feedback Form:

<https://forms.gle/zadGwWKJCn96ErDs8>



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