



BIZ KID\$
Episode 206: "The Art of Negotiation"

Day One
Introduction

Welcome students/youth to "Biz Kid\$" and introduce yourself, giving your name and job title.

Explain that "Biz Kid\$" is a program to help people become financially educated, learn work-readiness skills, and to even become entrepreneurs...Biz Kids!!! They can view the program "Biz Kid\$" with their families on Public Television stations all over the country, and also participate by using the "Biz Kids" web site. Today, they get to see an episode with you.

Today's pre-viewing questions:

Do you like to persuade other people to do things?

Has anyone ever referred to you as the next Monty Hall?

Have you ever traded an object of yours for something someone else had that you wanted, such as a food item in your lunch, a CD, a DVD, or video game?

Do you have a friend or family member who loves garage sales or estate sales for the thrill of negotiating a bargain?

Today's episode of "Biz Kid\$", "The Art of Negotiation", will demonstrate ways in which you can save money by learning the skill and art of negotiation.





From the “Tuesday Extravaganza” to “Tooth Fairy Tales”, these Biz Kids have stories that will help you understand effective ways to get what you want for less!

Let’s watch the show together.

Show Episode 206: “The Art of Negotiation”

Activity to follow viewing the program together:

Encourage students to stand and stretch a minute, and then ask them to please be seated.

There were many suggestions about how to negotiate successfully in this episode. Let’s see if you can remember most of the tips or guidelines.

(List student responses on a blank OHP Transparency. Give students hints as needed to help them recall the guidelines listed below.)

Answers should include:

“Negotiation Check List”

- Did you both win?
- Did you set high and low amounts?





- Did you listen?
- Did you use silence as a tool?
- Did you let the other side name a price list?
- Did you visualize the end result?
- Did you prepare in advance?
- Did you accept the first offer?
- Did you compromise?
- Did you remain calm and composed, not angry and emotional?

If time permits, ask students to share what particular part of the program motivated them to actually try these techniques, and how they plan to use their new knowledge.

Thank students for their attention and participation!

