



BIZ KID\$

**Episode 206: "The Art of Negotiation"
Family Activity Sheet**

Episode 206 Synopsis:

The Art of Negotiation

Discover strategies for effective negotiations with your parents, teachers, friends, siblings, and bosses. Even if you are simply working out the shared schedule with your brother to walk the dog, you'll find out how to achieve your goals and arrive at a winning solution for everyone.

Family Activities:

Discuss how families can use the art of negotiation in deciding schedules for chores, homework, sports, activities, TV time, and time on the computer.

As our economy has changed, it has become more acceptable to ask a salesperson or business owner if the price listed is the very best offer they can make. Visit some stores with your child and try the technique. Sometimes it won't work, but it doesn't hurt to ask politely.

Local garage sales or estate sales are the ideal places to practice negotiating skills. Have your child try to negotiate a lower price for an item they'd like to have.

Study the "**Biz Terms**" together by creating flash cards with the word on one side and the definition on the other. Create a game to play with the cards.

