

Name: _____

Date: _____

WORKSHEET

Chapter 15: From Flappers to World War II
Section 1: The Roaring Twenties

Negotiations

Directions: Negotiations have played an important role in determining the provisions of union contracts. In this activity, you will simulate a negotiating session. In the chart below, make a list of five things you would like to see occur in your classroom. Choose realistic, achievable objectives. Present your list to your teacher or another student. Negotiate those objectives and try to arrive at a compromise that will result in implementing one or more of the objectives. List the steps followed in the negotiations in the chart below. After the negotiations are completed, write the terms of the agreement that have been reached on a separate sheet of paper. Let the class vote to accept the classroom “contract.”

Things to Change in the Classroom	Steps in Negotiations

In the space below, record your reactions to this negotiation experiment.

