



## The orange negotiation

The participants negotiate about who is going to buy the last special orange and thus practice expressing needs and listening to the needs of other people.

<b>Module</b>	<b>Submodules</b>	<b>Group size</b>	<b>Duration</b>
• Intervention	• Conflict management	• Small group	• 15 min

### Keywords

negotiation, listening emphatically, speaking honestly, speaking clearly

### Aims

In this exercise, you may realize that it is very important to speak your needs very clearly and then the solution is very easy to be found.

### Participants

2 -10

### Description

The group is split into 2 teams, "A" and "B." The facilitator plays the role of Mandez, the keeper of the only remaining Mandezine Orange (a very rare variety) and the one with whom the teams must negotiate. Each team receives a scenario explaining why they must buy this special fruit, they are told that they may only contact the grower one spokesperson at a time. On the private instructions, Group A learns that they need the rind of the orange to create a nuclear component to make up some compelling, unexpected humanitarian reason. They appear to have unlimited resources, which occasionally makes them a bit careless or arrogant. Group B learns they need the pulp of the orange to create a serum to protect pregnant mothers from a deadly disease that is ravaging the area. Without it, all of the expectant mothers will become tragically ill and die.

### Material

An orange to increase the motivation of the participants (The facilitators tells the participants: "This is the last Mandezine Orange in the world. Who is going to buy it?")

Printed instructions for each of the group (included in the handout)

### Method

Discussion

## Advice for Facilitators

Facilitators should be skilled in small group dynamics to be able to facilitate the discussion.

## Source (APA)

Page, G. (2019, July 29). Negotiation and Conflict Resolution Activities. Retrieved from <http://blog.trainerswarehouse.com/negotiation-and-conflict-resolution-activities/>

## Handouts

The orange negotiation. You may download the handout from [here](#).

## Contributor

Qualed



CC - Attribution-NonCommercial-NoDerivatives

<http://creativecommons.org/licenses/by-nc-nd/3.0/>

*The orange negotiation.* Retrieved Sunday January 11, 2026, from :

<https://onlinematerial.posttraumatic-integration.eu/courses/PTIP121/>

Co-funded by the  
Erasmus+ Programme  
of the European Union



The European Commission support for the production of this publication does not constitute an endorsement of the contents which reflects the views only of the authors, and the Commission cannot be held responsible for any use which may be made of the information contained therein

<https://posttraumatic-integration.eu/>