



## Die Orangen-Verhandlung

Die Teilnehmer verhandeln darüber, wer die letzte spezielle Orange kaufen wird und üben so, Bedürfnisse auszudrücken und auf die Bedürfnisse anderer Menschen zu hören.

<b>Modul</b>	<b>Kapitel</b>	<b>Gruppengröße</b>	<b>Dauer</b>
• Intervention	• Konfliktmanagement	• Kleingruppe	• 15 min

### Stichwörter

Negotiate, listen emphatically, speak honestly, speak clearly

### Ziele

In this exercise you can see that it is very important to tell your needs very clearly, and then the solution is very easy to find.

### Teilnehmer

2 -10

### Beschreibung

The group is divided into 2 teams, "A" and "B". The moderator plays the role of Mandez, the custodian of the only remaining mandezine orange (a very rare strain) and the one with whom the teams have to negotiate. Each team receives a scenario explaining why they need to buy this particular fruit, saying they can only contact the gardener once. On private instructions, Group A learns that they need the shell of the Orange to create a nuclear component that provides a compelling, unexpected humanitarian cause. They seem to have unlimited resources, which occasionally makes them a little careless or arrogant. Group B learns that they need the flesh of orange to make a serum that protects pregnant mothers from a deadly disease that devastates the area. Without them, all expectant mothers become tragically ill and die.

### Material

An orange to increase the motivation of the participants (the moderators tell the participants): "This is the last mandezine orange in the world. Who's going to buy it?"

Printed instructions for each group (included in the handout)

### Methode

Discussion

## Tipps für Trainer

Moderators should be trained in small group dynamics to facilitate discussion.

## Quelle (APA)

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

## Unterlagen

[The orange negotiation](#)

## Lieferant

Qualed



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