

Handout The orange negotiation

Facilitator tells the participants: "This is the last Mandezine Orange in the world. Who is going to buy it?"

Instructions for Group A:

You need the rind of the orange to create a nuclear component to make up some compelling, unexpected humanitarian reason.

Instructions for Group B:

You 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.

The groups negotiate, who will buy the orange.

Source: Hanson, H. (2019, July 29). PTSD Challenges – Communication. Retrieved from http://www.new-synapse.com/aps/wordpress/?p=1614



Project number: 2017-1-BE02-KA202-034725