



## **Lesson 3.6 – UN-EP Negotiation and De-Escalation**

### **Learning Activity – Buyers Versus Sellers**

SELLER 1. You are a sales Assistant selling electrical appliances. One washing machine is on special offer and includes many special features, including cold wash cycle. You are able to sell it upfront, or take monthly payments from a buyer. The lowest price you are willing to accept from a buyer is \$600 USD, or \$50 USD a month.

SELLER 2. You are a landlord meeting a prospective tenant for your flat. The flat is very small and at the top of four flights of stairs, there is no elevator. It has a living room/kitchen and one bedroom, plus a shower room and toilet. You have been trying to get \$600USD. But now you are prepared to reduce to \$500 for a reliable tenant. The electricity bill is very low as the flat is well-insulated so be prepared to include the cost of electricity in the rent if in the negotiation.

SELLER 3. You are selling your old bicycle. You paid \$200USD eight years ago and it is well-used. The minimum price you would like to accept is \$50USD.



SELLER 4. You are selling fruit and vegetables at the Farmer's Market. The market will close in 15 minutes and you have 20 melons left that are ripe and will not last until the next market day. You paid \$40 for them and are keen to sell them but do not want to let them go for less than that.

BUYER 1. You want to buy a new washing machine – visit the electrical appliance shop and see if the sales assistant will offer you a discount. You don't have a lot of money to spend but respond positively if monthly payments are offered. You can afford up to \$70 USD per month on payments.

BUYER 2. You are meeting the landlord of a flat you are interested in renting. It is on a top floor without an elevator but the situation is perfect for you and you are very keen. The asking price is \$600 per month and you try to negotiate down to \$450. You can eventually agree to \$500 if the electricity is included.



BUYER 3. You have seen an interesting bicycle for sale. Negotiate a price with the seller; it looks like it would be worth at least \$100, but obviously you would be happier to get it for cheaper than that.

BUYER 4. You visit the farmer's market just before they close. You are looking for 20 melons to prepare for a party you are hosting. Negotiate the price with the seller, bearing in mind that melons of this quality cost at least \$60 USD.