

## Breakout 2 Instructions

In triads each person makes a note on the form of:

Box 1: What do you want to feel going into a negotiation?

Note the first things that come to you quickly then think about any others

Box 2: Why did you say these things?

Box 3: What can you do beforehand to put yourself in your ideal emotional state?

Box 4: What can throw you off balance during a negotiation?

Box 5: What can you do in the midst of a negotiation to regain your balance?

Box 6: What do you want to feel when you are done?

Then compare and contrast as a group