

# A Negotiation between Stan and Susan

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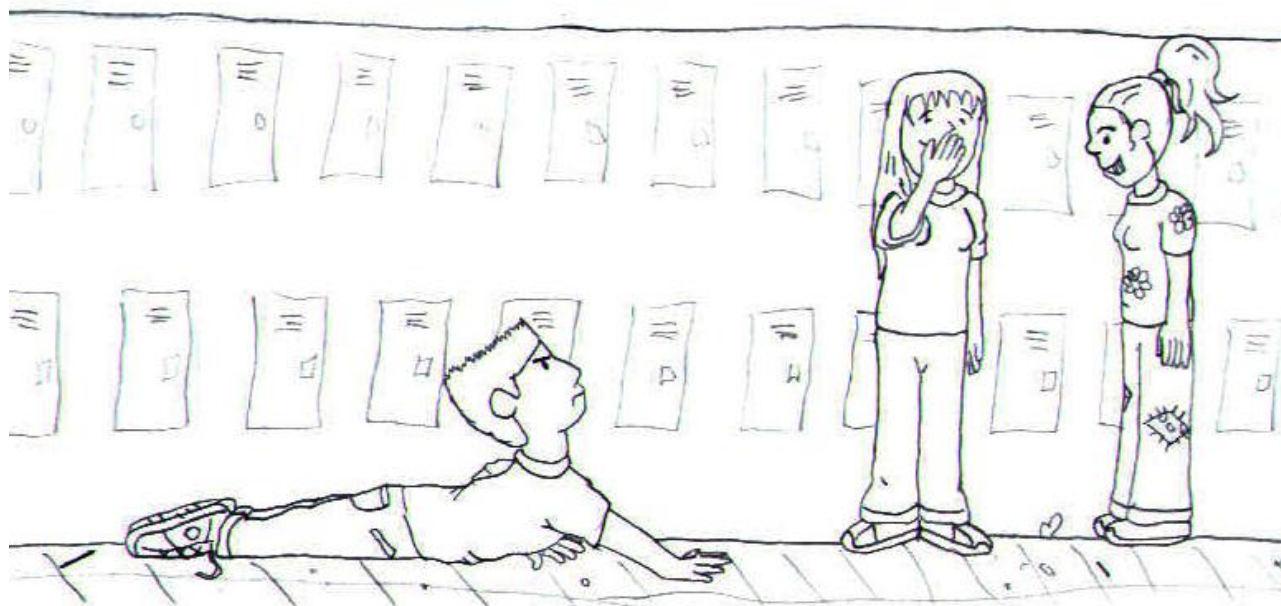
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1 Male Actor: Stan

2 Female Actors: Susan

Misty

2 or more Narrators: Guys or Girls



**Narrator ①:** *This role-play called “A Negotiation between Stan and Susan” illustrates the six-steps of the Negotiation process.*

**Narrator ②:** *Stan tripped, saw Susan laughing with her friend Misty, and immediately jumped to the conclusion that Susan was making fun of him. He called her a bad name in revenge.*

**Narrator ①:** *Read the role-play to learn what was really going on with both Stan and Susan as they attempt to resolve the conflict between them.*

**Narrator ②:** *This role-play is called “A Negotiation between Stan and Susan.”*

**Narrator ①:** Here is Act I. This is the situation as seen through the eyes of Stan.

**Narrator ②:** One day, Stan noticed that Susan was rolling her eyes at him when he accidentally tripped in the hallway. She also turned to one of her friends and started giggling.

**Narrator ①:** Stan immediately felt embarrassed and insulted. He jumped to the conclusion that Susan did not respect him. He also felt that she was shutting him out by responding in that way.

**Narrator ②:** What basic needs did Stan feel he was not getting met? Audience, please respond.



Students  
Respond:

**Narrator ①:** Exactly. He was not getting his POWER or RESPECT need met. He also was not getting his BELONGING need met. Therefore, he was not having any FUN.

**Narrator ②:** Stan was frustrated. He wanted to get revenge. He exercised his FREE will and chose to get verbal revenge. He stomped up to Susan and yelled:

**STAN:** Skank!

**Narrator ①:** Susan's jaw dropped. She immediately stopped laughing. She looked at her friend, Misty, with a look of shock and dismay on her face. Then her face hardened.

**Narrator ②:** Susan looked at Stan and yelled:

**SUSAN:** You jerk! What's your problem anyway? You must be psycho or something!

**MISTY:** Yeah! What's your problem?

**Narrator ①:** Susan grabbed Misty and the two of them strode away. Stan turned and headed off to class. Both disputants looked furious.

**Narrator ②:** Halt! Let's go back and re-role-play.

**Narrator ①:** Okay. Here is Act II. This is the situation as seen through the eyes of Susan.

**Narrator ②:** First, what do you think was going on with Susan and Misty just prior to Stan tripping in the hallway? Audience, please respond.



Students  
Respond:

**Narrator ①:** Watch and listen to see if your guess was right.

**Narrator ②:** Susan turned to her best friend, Misty, and said:

**SUSAN:** Misty, I have to admit that Stan is pretty cute!

**MISTY:** Oh! Do you have a thing for Stan?

**Narrator ①:** Susan suddenly felt embarrassed and kind of vulnerable. She turned away from Misty, rolling her eyes.

**Narrator ②:** Just prior to the action of Susan rolling her eyes, Stan tripped up the hallway.

**Narrator ①:** He glanced over just in time to see her eye movement. He immediately jumped to the wrong conclusion.

**Narrator ②:** Meanwhile, Misty whispered:

**MISTY:** Susan, there's your boyfriend.

**Narrator ①:** This made Susan feel even more embarrassed. She rolled her eyes in pleased excitement, turned to Misty, and the two of them started giggling.

**Narrator ②:** Before Susan had a chance to say anything, Stan strode up.

**Narrator ①:** Her heart did an excited double beat. Was he going to make the first move to transform the two of them into a couple? She sincerely hoped so.

**Narrator ②:** Then she saw the look in his eyes. They looked hard and cold. Stan yelled:

**STAN:** Skank!

**Narrator ①:** Susan's smile and giggle disappeared. Her jaw dropped. She looked at Misty with a look of shock and dismay on her face. She was devastated!

**Narrator ②:** What basic needs did Susan feel she was not getting met? Audience, please respond.



**Narrator ①:** Exactly. She was not getting her BELONGING need met. Obviously, Stan wanted nothing to do with her as a girlfriend.

**Narrator ②:** She also felt she was not getting her POWER or RESPECT need met. As a result of Stan calling her that insulting name, she was definitely not having any FUN.

**Narrator ①:** Susan was hurt and frustrated. She couldn't believe he would treat her in such a cruel way.

**Narrator ②:** She decided to exercise her FREE will and she chose to get verbal revenge. Her face hardened and she yelled:

**SUSAN:** You jerk! What's your problem anyway? You must be psycho or something!

**MISTY:** Yeah! What's your problem?

**Narrator ①:** Susan grabbed Misty and hurried her off to the bathroom. She just had to get into a stall before Stan or anyone but Misty saw her cry. Once there, she tearfully said:

**SUSAN:** Misty! I don't get it! What did I do wrong?

**MISTY:** I don't have a clue. Obviously, he is a jerk. He's not worth wasting your time on.

**Narrator ②:** Susan was absolutely mystified why Stan would treat her in such a manner. She was hurt, shocked, insulted, and angry.

**Narrator ①:** Stan was certain that the fault was entirely Susan's. He couldn't stand the thought that she ridiculed him by rolling her eyes and laughing at him just because he tripped over his over-large feet.

**Narrator ②:** He couldn't help it that his body was growing at the rate it was. His height hadn't yet caught up with his shoe size. He was hurt, insulted, embarrassed, and angry.

**Narrator ①:** Stay tuned for Act III. This Act will be written by you.

**Narrator ②:** You will get together in groups of three or four. Each group will compose Act III and then act it out for the class.

**Narrator ①:** In that group role-play, imagine that Susan decided to initiate a Negotiation with Stan.

**Narrator ②:** Susan didn't necessarily want to be Stan's girlfriend any longer; however, she didn't want them to be enemies.

**Narrator ①:** You will need to include all six steps of the Negotiation Process in your role-play. We look forward to hearing what your group comes up with.

## Six Steps in the Negotiation Process

**STEP 1: Agree to Negotiate**

**STEP 2: Gather Points of View**

**STEP 3: Focus on Interests**

**STEP 4: Create WIN-WIN Options**

**STEP 5: Evaluate Options**

**STEP 6: Create an Agreement**

# **Hints for Composing Negotiation Group Role-Play about Stan and Susan**

**Narrator ②:** Here are some hints for composing your Negotiation Group Role-Play about Stan and Susan.

**Narrator ①:** Every member in your group will earn and receive the same grade.

**Narrator ②:** Here is how the role-play will be scored.

**Narrator ①:** You get five points out of 100 if you write the first and last names of each member of your group on your script.

**Narrator ②:** You get five points out of 100 if each member of your group has at least one speaking part: either as Stan, as Susan, or as a Narrator.

**Narrator ①:** You get fifteen points out of 100 if you have a written or typed copy of your script ready to turn in on the due date.

**Narrator ②:** You get fifteen points out of 100 if you have every member of your group participate in the role-play performance for the class.

**Narrator ①:** You get ten points out of 100 for including each step of the Negotiation Process.

**5 pts – Write first and last name  
of each group member on your script.**

**5 pts – Each member of group has at least  
one speaking part.**

**15 pts – Written or typed copy of script**

**15 pts – Each group member performs the  
role-play for the class**

**10 pts – Includes Step 1: Agree to Negotiate**

**10 pts – Includes Step 2: Gather Points of View**

**10 pts – Includes Step 3: Focus on Interests**

**10 pts – Includes Step 4: Create WIN-WIN Options**

**10 pts – Includes Step 5: Evaluate Options**

**10 Pts – Includes Step 6: Create an Agreement**

**100 pts – Total Possible Score per Group Member**

## First Part of your Negotiation Group Role-Play Between Stan and Susan

<b>1 Male Actor:</b>	<b>Stan</b>
<b>2 Female Actors:</b>	<b>Susan</b>
<b>2 or more Narrators:</b>	<b>Guys or Girls</b>

**Narrator ①:** Stan tripped over his big feet and fell. When he looked up, he saw Susan rolling her eyes and laughing with Misty.

**Narrator ②:** He immediately jumped to the wrong conclusion. He walked over to Susan and called her a bad name. Then Stan walked off all upset.

**Narrator ①:** The reason that Susan was rolling her eyes and laughing had nothing to do with Stan falling. Actually, Susan liked Stan.

**Narrator ②:** Misty had just finished joking, "Susan. There's your boyfriend." This both embarrassed and excited Susan, so she rolled her eyes and laughed.

**Narrator ①:** She hoped Stan was walking over to ask her out. Instead, he called her a name and hurt her feelings very badly.

**Narrator ②:** Susan called Stan a name back and then went into the bathroom to cry.

**Narrator ①:** This is Step 1. Stan and Susan agree to negotiate.

**Narrator ②:** A few days later, Susan decided that she wanted to fix this problem. She didn't necessarily want to be Stan's girlfriend any longer; however, she didn't want them to be enemies.

**Narrator ①:** Susan walked up to Stan and said:

**SUSAN:** Stan, I don't want us to be enemies. Can we try to talk out our problem?

**STAN:** I guess.

**Narrator ②:** This is Step 2. Stan and Susan gather points of view.

**Narrator ①:** Susan and Stan found a place to talk. Susan asked:

**SUSAN:** Stan, why did you call me that horrible name?

**Narrator ②:** Hint: On a separate sheet of paper, continue Step 2 and have Stan answer her question.

**Narrator ①:** After Stan tells his side of the story, Susan should tell hers.

- Narrator ②:** She might not want to admit that she liked him, but she should explain that her laughing and rolling her eyes had nothing to do with him.
- Narrator ①:** This is Step 3. Stan and Susan Focus on Interests.
- Narrator ②:** In this step, Stan needs to explain that he can't help it if he falls a lot and doesn't like it when anybody laughs at him.
- Narrator ①:** Susan should explain that she doesn't like to be called a name, especially since she hadn't done anything wrong.
- Narrator ②:** This is Step 4. Stan and Susan Create WIN-WIN Options.
- Narrator ①:** In this step, Stan and Susan need to brainstorm how they can fix their problem so that they don't hurt each other's feelings anymore.
- Narrator ②:** For example, Stan really jumped to the wrong conclusion.
- Narrator ①:** One thing that Stan might say is, "**The next time I fall and see someone laughing, ...** *(you need to complete this sentence in your role-play)*."
- Narrator ②:** Also, Susan needs to tell what she will do in the future should she see Stan fall again.
- Narrator ①:** This is Step 5. Stan and Susan Evaluate Options.
- Narrator ②:** In this step, Stan and Susan need to decide whether or not their suggestions are fair to both of them.
- Narrator ①:** One of them can ask, "Do you feel this will be fair?" The other should respond, "Yes."
- Narrator ②:** This is Step 6. Stan and Susan Create an Agreement.
- Narrator ①:** In this step, Stan and Susan need to choose the best suggestions and work out an agreement that pleases them both.
- Narrator ②:** They don't have to be the best of friends or boyfriend/girlfriend (though that is a possibility), but they do need to find a way that they won't be enemies and hurt each other's feelings any more.
- Narrator ①:** Your group should decide how Susan and Stan will deal with each other from now on. Some possibilities are: Avoid each other but be polite if they see each other, be Casual friends, be Good friends, or be Boyfriend-Girlfriend.
- Narrator ②:** Your group should vote on which ending you all like best and write a short script that will demonstrate your group choice.
- Narrator ①:** Okay. Join your group of three or four students and write your role-play now.